

GRAIN DEALERS' JOURNAL

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CHICAGO, ILL., JULY 10, 1904.

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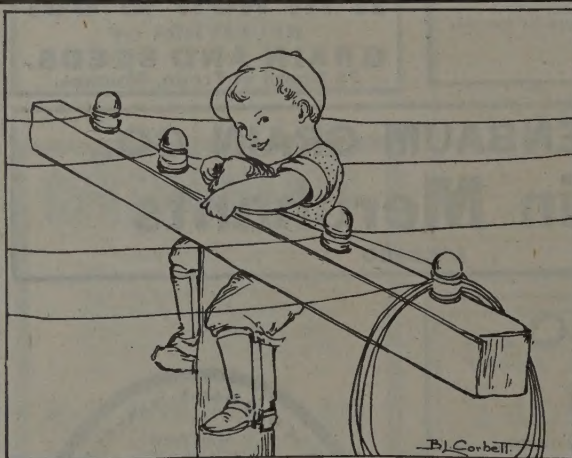
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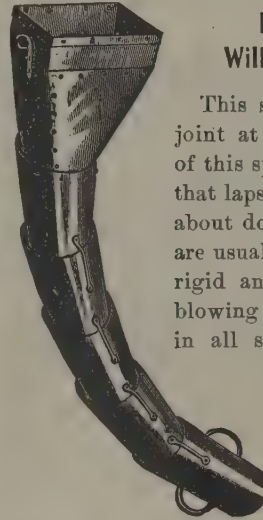
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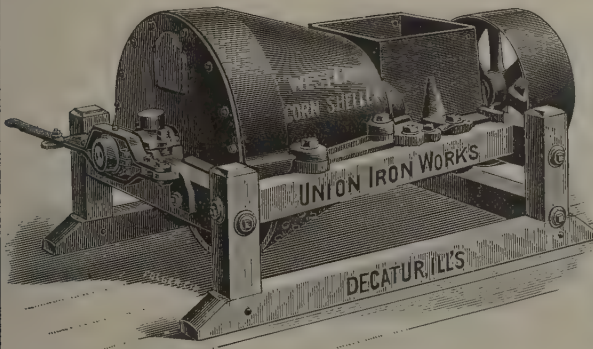
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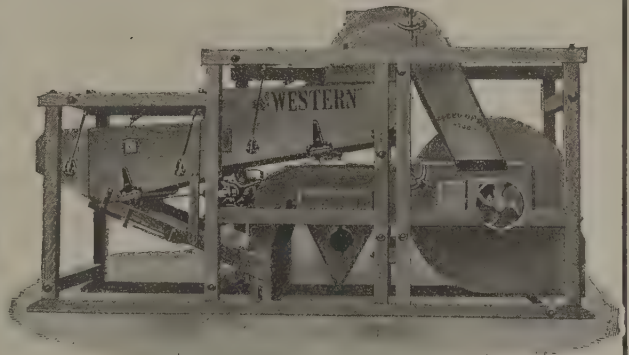
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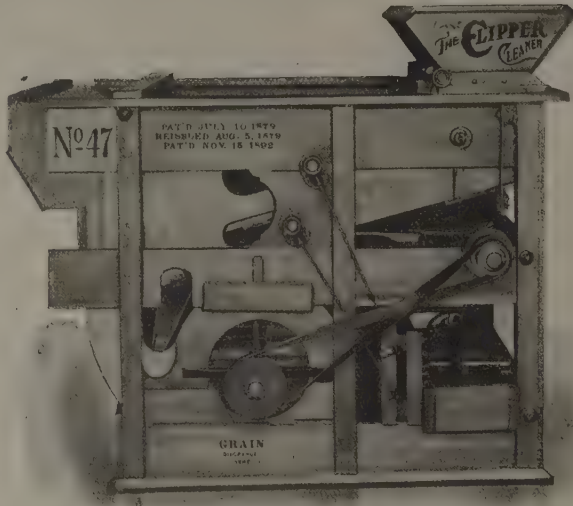
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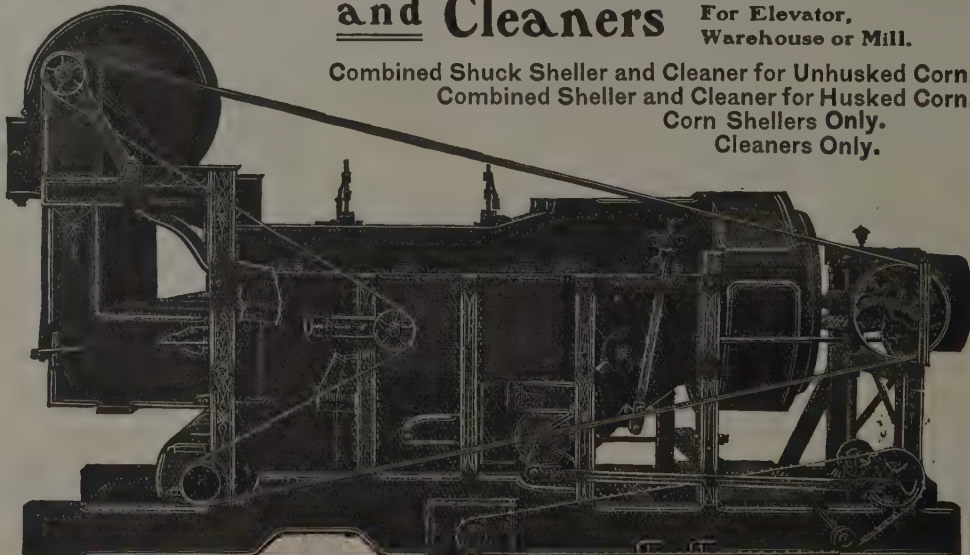
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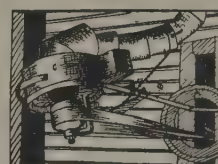
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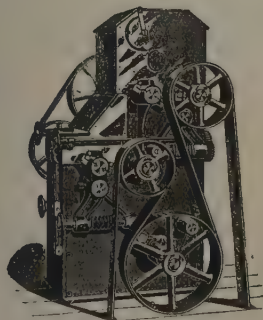
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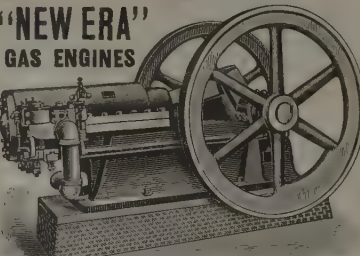
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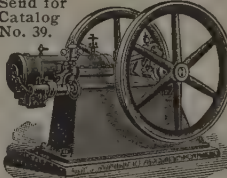


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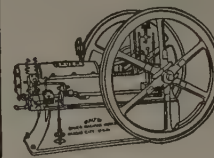


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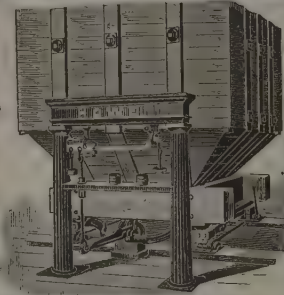
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Are perfectly adapted to the needs of grain elevator men. Write for description. Other engines taken in exchange. (Send for list of rebuilt second-hand engines.)
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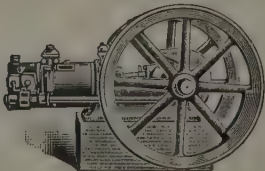
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This scale book contains 100 pages 8x11½ inches. Each page contains 5 scale tickets and 5 stubs, giving the book a capacity of 500 loads of grain. Each scale ticket is ruled for Number, Date, Load of, From, To, Gross, Tare and Net pounds, Net bushels and pounds, Dollars and Cents, Due to or order and weigher. While the stub is ruled for Hauler, Load of, Number, From, To, Weighed, Date, Gross, Tare and Net pounds, Net...bushels...pounds, Price, Dollars and Fees. It is printed on manila paper bound in heavy board covers and pages are perforated so that tickets can be removed from book quickly and without tearing them.

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at the St. Louis WORLD'S FAIR consisting of 17 Gas and Gasoline Engines, 11 of which are piped up and running, is the largest, most comprehensive and most attractive display in this line ever made.

Our friends will find at the space good drinking water, electric fans, comfortable chairs and writing materials. Visit us, see our exhibit and test our hospitality.

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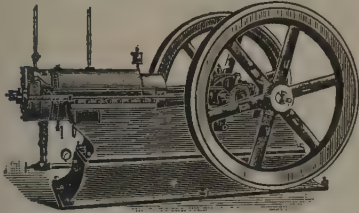
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Illustrated Catalog and Prices to the
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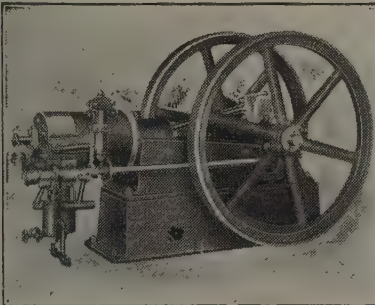
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THIS ENGINE



will furnish you with an absolutely reliable power. It is economical of fuel; compact, closely governed, simple and strong in construction, has few parts and is not likely to get out of order. An ideal engine for the elevator. We want to tell you more about it.

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By NORMAN & HUBBARD

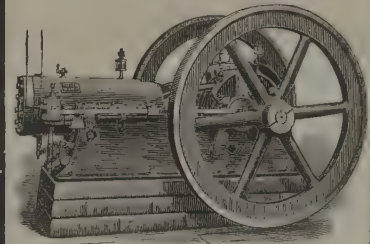
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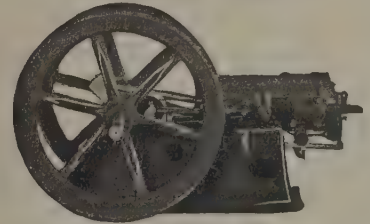
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grain dealers; for
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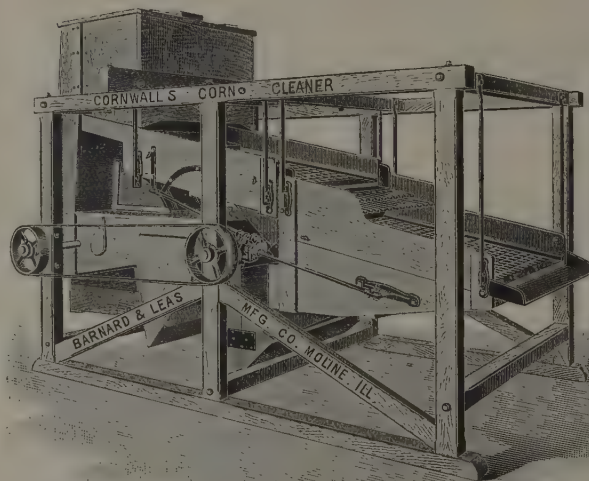
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It has valuable features possessed by no other Cleaner.

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Besides 80 country elevators aggregating
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	BUSHELS
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" " Cambridge, Ia.	20,000
" " Elkhart, "	15,000
" " Enterprise, "	15,000
Mpls. & Northern, Glenburn, N. D.	30,000
" " Lansford, "	30,000
" " Mohall, "	30,000
Acme Grain Co., Tower City, N. D.	30,000
" " Lowell, "	30,000
" " Elizabeth, "	20,000
Crown Elevator Co., Odessa, Minn.	30,000
" " Hosmer, S. D.	10,000
" " Hillsview, S. D.	10,000
Farmers' Elevator Co., Northwood, N. D.	40,000
" " Carrington, "	40,000
" " Blabon, "	30,000
" " Dawson, Minn.	30,000
" " Garden City, S. D.	15,000
" " Nashua, Minn.	15,000
Anchor Grain Co., Mohall, N. D.	30,000
Winter & Ames, Westhope, "	30,000
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St. Anthony & Dakota, Grove City, Minn.	20,000
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NON-CHOKING

CHOKES?

Being in constant fear of a choke in the boot you deliberately (though unwillingly) add another SURE LOSS—you curtail the supply of grain to the cups, crippling your capacity and elevating only about half as much as you might. Besides, it requires the presence of an attendant whose time might be of better use elsewhere. You don't need to be surrounded with any such condition of affairs. Its purely choice on your part if it so continues, as the

HALL NON-CHOKABLE BOOT

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OUR numerous satisfied customers is the best evidence we can offer as to our ability to design and build economical elevators. If you intend to build write us about it and thereby save some money.

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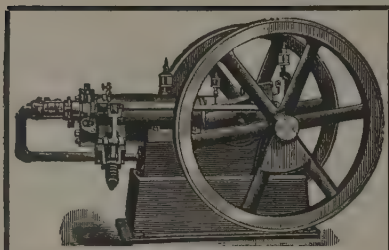
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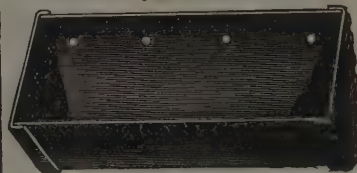
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Power Transmission Machinery of Every Description

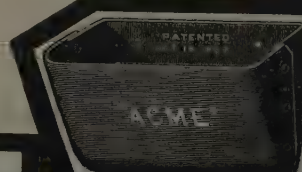
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It is FREE.

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That will load cars without shoveling.

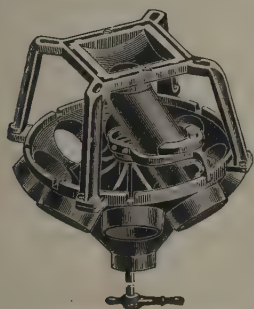
It is worth its weight in gold. It will save you in labor all it costs in less than a month.

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6-inch, 8 ducts.

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"ALL distributors, save only this, mix grain in distribution!"

That is a pretty strong statement, but is verified by several hundred elevator owners who formerly used the other kinds, positively asserting that it is impossible for "The Hall" to fill up, either the spout or elevator head, or scatter grain into the other bin tubes when shifting the spout.

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distributing spouts have

a world-wide reputation.

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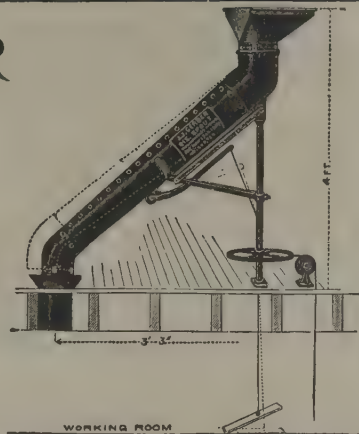
are stocking up with

them by the hundreds.

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Combines Strength with Simplicity,
Ease of Operation with Certainty of
Adjustment

Making the Flour City the best distributing
spout on the market to-day. Write to-day to

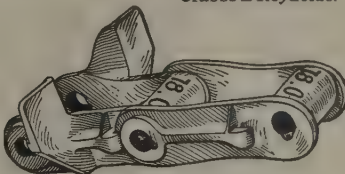
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shelled grain. Yours truly,
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Accurately weighed and
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(Form 97)

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"Board of Trade Quotations for Week Com-
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for Oats; also spaces for the market on each at
9:30, 10, 11 and 12 o'clock and the close, as well
as the closing price the previous week.

As a handy reference record of market prices
it has no equal. Each sheet is 9½x9½ inches
and has spaces for one week's record. The
sheets are put up in blocks of sixty—a year's
supply, and sold for 75 cents by the

GRAIN DEALERS COMPANY
255 LaSalle St., Chicago, Ill

ELEVATORS FOR SALE.

UP-TO-DATE elevators in choice locations. W. A. Thompson, Attica, Ind.

WRITE ME before buying an elevator. Can suit you. T. C. Grady, Maroa, Ill.

LIST YOUR ELEVATORS and mills for sale with me. Have cash buyers. Aaron Smick, Decatur, Ill.

ELEVATOR for sale in Western Iowa, large territory; snap for cash buyers. Address, Taylor & Emmons, Stuart, Ia.

GRAIN business for sale or rent. Fine country; wheat, corn, oats, hay. Some at once. T. J. Simpson, Clarksburg, Mo.

ELEVATORS FOR SALE in Illinois, Indiana, Ohio, Iowa and other states. Write for list. Aaron Smick, Decatur, Ill.

I WILL sell my elevator, feed mill and lumber yard at Bryant, Ia.; doing a good business in all lines. N. J. Millhaem, Miles, Iowa.

INDIANA ELEVATOR for sale. Good territory; no competition; crop good. Address, A. & S. Box 12, Grain Dealers Journal, Chicago, Ill.

ELEVATOR for sale in good grain town in Illinois; 30,000 bu. capacity; gas engine, sheller; all modern machinery. Address Box 205, Bismarck, Ill.

SMALL ELEVATOR and coal business in Indiana, good country, doing a good business and in good repair. Address, Lock Box 98 Sulphur Springs, Ind.

FOR SALE—Best paying elevator. Fruit and potato business in a northern Michigan county seat. Address H. E. S., Box 7, Grain Dealers Journal, Chicago.

GRAIN ELEVATOR, capacity 16,000 bu.; Howes oat cleaner and clipper. D. & H. R. R. track to door. Also, Hay barn with press, 44 x 104 ft., 2 stories. D. Gibbs & Son, Saratoga Springs, N. Y.

FOR SALE—One new 20,000 bushel elevator in Southern Minnesota and three 15,000 bushel elevators in Iowa. For particulars address Lock Box 314, Luverne, Minn.

FOR SALE—A 10,000 bushel elevator, gasoline engine, dump, etc., in best town in Northwestern Iowa. Must be sold to close an estate. Write, J. C. Hall, Cherokee, Iowa.

THE ONLY MAN devoting his entire time and attention to selling elevator property, lumber and coal yards, implement stocks, etc., is C. A. Burks, Elevator Broker, Decatur, Ill. Write him if you want to buy or sell.

FOR SALE—Grain, lumber and coal business in central Iowa. Best part of the state, live town, competition good in all lines. This is a snap for some one as property will be sold during next 30 days. Crops A No. 1. Address, Hunt Box 1, Grain Dealers Journal, Chicago, Ill.

ELEVATOR FOR SALE; 18,000 bushels capacity, steam power, corn sheller, two cleaners, two pair scales; good competition; best farming section in Oklahoma; elevator almost new; doing good business. Address F. W., Lock Box 6, Thomas, Okla.

ELEVATORS FOR SALE.

FOR SALE—Elevator in southwest Iowa on C. B. & Q. R. R. Call or address, B. S. Petrie, Kent, Ia.

SMALL ELEVATOR in good farming country. Crop good. Splendid feed, coal and tile trade. Address, Lock Box 114, Westport, Ind.

TWO GRAIN ELEVATORS for sale. Located in central Kansas on the Frisco and Missouri Pacific R. Rs.; wheat prospects good. For particulars address Krow, Box 8, Grain Dealers Journal, Chicago, Ill.

ELEVATOR FOR SALE in Southwestern Iowa, 10,000 bu. capacity, two cleaners, sheller, hopper scale, gasoline engine, feed mill, and coal business. Address Son Box 12, Grain Dealers Journal, Chicago, Ill.

WISCONSIN 25,000 bushel elevator, with machinery for handling grain and making feed; a large established business. Best recommendations. Address Wisconsin, Box 6, care Grain Dealers Journal, Chicago, Ill.

YOU look here for elevators when you want to buy, and owners who desire to sell watch our "Elevators Wanted" columns. If you want all probable sellers to know of your want send word to them by a Journal want ad.

CLEANING AND HANDLING ELEVATOR for sale or lease. Advantageously located. Modern equipment. Satisfactory terms to proper parties. A snap for somebody. Write us for particulars. Hanna & Leonard, Galveston, Tex.

ELEVATOR FOR SALE on the Big 4 Ry. in the corn belt in McLean County, Ill. Capacity, 25,000 bushels. Handles about 200,000 bushels yearly. No competition. Gasoline, 16 h.p.; all in good condition. Address, R. M. Hall, Downs, Ill.

FOR SALE—Modern Iowa elevator with stock business; 20,000 capacity, 40,000 crib room. Might sell lumber and coal business in connection. Good country, business and prospects. Address, Maica, Box 10, Grain Dealers Journal, Chicago, Ill.

N. E. KANSAS ELEVATOR for sale cheap, 20,000 bushel. Gasoline engine, Victor sheller, Cornwall cleaner, forty thousand capacity hopper scale, Boss car-loader. Cash and time or cash and clear land. Address, N. E. K. Box 9, Grain Dealers Journal, Chicago, Ill.

A NEW MODERN ELEVATOR, 30,000 bushel capacity, station will handle 225,000 bushel of oats, besides 500 cars of hay and some wheat, its well equipped with all the latest machinery. Price, \$10,000; might consider \$5,000 cash, balance good notes, 6% interest. Party will guarantee to take elevator back at end of two years at \$9,500 providing the same is not as represented. He is worth at least \$20,000 in Real Estate and can make good this guarantee. You had better hurry, write me to-day. C. A. Burks, Elevator Broker, Decatur, Ill.

ELEVATORS FOR SALE.

ELEVATOR FOR SALE, 18,000 capacity, gasoline engine, cleaner, dump and scales; good grain section, Northern Iowa. Address, Room 81 Chamber of Commerce, Minneapolis, Minn.

LIST NO. 15 BIGGER AND BETTER—Prospective buyers and traders for elevator property should see this list before deciding or even writing anybody. Wire, phone or write C. A. Burks, Elevator Broker, Decatur, Ill.

TWO WELL located Kansas elevators, arranged for shelling, cleaning, sacking, mixing, etc., in transit. Will consider some cash, balance long time. Address Eagle, Box 7, Grain Dealers Journal, Chicago, Ill.

ONLY elevator in southern Ohio town, in extensive corn and wheat valley. Storage 40,000 bu.; modern equipped; built three years. Exclusive coal trade. A fine money maker; owner has not time to give it attention. Price \$6,500, part cash. Address Morgan, Box 9, care Grain Dealers Journal, Chicago.

FOR SALE — Two first-class grain elevators in the best grain country in Southern Minnesota; 50,000 bus. capacity, gasoline power, cleaners and everything in good condition and doing good business; coal and live stock in connection. Address Y. B., Box 12, Grain Dealers Journal, Chicago, Ill.

STINSON, MORRISON & CO. have four grain warehouses located on the Frisco Railroad in one of the best grain sections in Okla. Handled 165,000 bu. of wheat and oats last season; houses were built last season. Will sell all for \$2,000, one-third down, balance without interest till harvest and time on balance at reasonable interest. Address E. A. Stinson, Guthrie, Okla.

TO HIGHEST BIDDER, for sale on July 27, 1904. This modern plant consists of a brick mill and engine room and frame elevator. Elevator has 2 dumps, one sheller, one corn cleaner, 2 wheat cleaners, storage capacity, 10,000 bu. Mill has a daily capacity of 150 barrels of flour and 100 barrels of corn meal; is equipped for flour with 4, 9 x 16 and 1, 9 x 24 double stand Allis rolls. McAulys feeders. Rolls newly corrugated and feeders new last January. 1 No. 3 plansifter, one No. 3 scalper, B. & L. make; 2 Smith purifiers, Nos. 0 and 1; 2 flour dressers; 1 double scourer; 1 wheat cleaner; 1 steamer and heater; 1 Columbia feed governor; 3 Wilson and 1 Cyclone dust collectors, flour packers and other machinery. For Meal: 2, 6 x 20 double stand Great Western rolls, 3 for meal and 1 for rye. Plant heated by exhaust steam. Side track to the mill; one half block ground in mill site; good prospects for wheat. Immediate possession; terms, \$4,500 cash, balance in 1 and 2 years at 5%. Reason for selling, dissolution of partnership. Will answer any questions or show parties the plant. If you want a good plant in a good country, now is your chance. Wirt Mill & Elevator Co., Tecumseh, Nebr.

Results Follow The Ad

We have sold out. Your Journal did it. McCREA & VLREBOME, New Holland, Ohio.

The Rate for Advertisements in above Departments is 15 cents per line each insertion.

ELEVATORS WANTED.

WANTED to buy or rent an elevator. Must be doing good business. Address, E. C. F., R.F.D., No. 7 Corning, Ia.

OHIO ELEVATOR handling not less than 200 cars on an average crop wanted. Address, C. M. Myers, Ludlow, O.

WANTED ELEVATORS in exchange for farm lands in Illinois, Iowa and Minnesota. Aaron Smick, Decatur, Ill.

WANTED, one or two elevators doing good business. Address, G. H., Box 11, Grain Dealers Journal, Chicago, Ill.

WANTED TO RENT elevator with view to buying. Address, Mud, Box 12, Grain Dealers Journal, Chicago, Ill.

WANTED good elevator in Nebraska or South Dakota. Must do good business. Will pay cost. Address, K. B., 214 N. 17th St., Omaha, Nebr.

GOOD ELTR. wanted in exc. for a section of fine stock and grain land in southern North Dakota. Union County Investment Co., Elk Point, S. D.

EXPERIENCED young man wants to buy half interest in a moderate priced grain business, Illinois or Indiana preferred. Address, Aaron Smick, Decatur, Ill.

WANTED in Michigan or Indiana small elevator and hay press combined. Will rent with view of buying. Must be in good locality where there is lots of hay and grain. Abbott Worthley, Little Silver, N. J.

ELEVATORS FOR RENT.

STEEL STORAGE TANK, 55,000 bu. capacity, to lease, with track, track scale and elevator privileges. Address, T. G. White, Cedar Rapids, Ia.

LOCATIONS FOR ELEVATORS

Excellent locations for ELEVATORS on the Belt Ry. of Chicago. (The Inner Belt). Address B. Thomas, Pres., Room 13, Dearborn Station, Chicago.

TO BUY SELL RENT or LEASE an ELEVATOR

Place an ad. in the "Wanted" or "For Sale" columns of the GRAIN DEALERS JOURNAL of Chicago. It will bring you quick returns, set cost you only 15 cents per line. Try it.

MILLS FOR SALE.

FULL outfit of machinery of 50-bbl. roller mill for sale. C. J. Kreisel, Olmitz, Kans.

FOR SALE—A controlling interest or the entire 125 bbl. up-to-date flour mill. Bentley & Bentley, Augusta, Okla.

A CONTROLLING interest in one of the best up-to-date 100-bbl. water power flour mills in the state of Nebraska. Geo. A. Brooks, Bazile Mills, Neb.

FOR SALE—150-bbl. flour mill, elevator adjoining, combined capacity, 60,000 bu. Good wheat country in Indiana; also mills in other states. Aaron Smick, Decatur, Ill.

FEED MILL for sale in live town of 10,000; doing fine business. Reason for selling, poor health. Will guarantee it a good investment. T. S. Ellis & Co., Hartford City, Ind.

NOTICE! A 100 bbl. mill for sale at a great bargain if taken soon. Good business town; best wheat country in Southern Minnesota. It will pay to look this up. Byrnes Bros., Wells, Minn.

MODERN FLOURING MILL for sale in one of the best wheat sections of Oklahoma; located on the main line of the A. T. & S. F. R. R. Prospects for crops this year are good. This mill was built 4 years ago; is a four story frame structure, in splendid condition with a capacity of 125 bbls. of flour and 100 bbls. of meal per day; building large enough to increase its capacity to 300 bbls. of flour. Write E. A. STINSON, Guthrie, Okla., for full particulars. It will pay you to investigate this proposition.

NOTE THESE OPPORTUNITIES!

A good town in Eastern Kansas, in a fine wheat growing section, will give a free site and generous bonus to secure an up-to-date flour mill.

A valuable water power, in a first-class wheat section of Missouri, is available for the location of a flour mill of from 1,000 to 3,000 barrels daily capacity. Very cheap power can be produced. Many other excellent openings and valuable opportunities exist along the lines of the



Full particulars regarding the above locations and many others will be cheerfully furnished. Send for a copy of handbook entitled "Opportunities."

M. SCHULTER
INDUSTRIAL COMMISSIONER
Frisco Building ST. LOUIS, MO.

A PARTNER
HELP or a POSITION,
can be obtained quickly by placing an ad. in the "Wanted" columns of the Grain Dealers Journal of Chicago. It is the grain-trade's accepted medium for "wanted" and "for sale" ads.

SCALES FOR SALE.

SCALES for elevators and mills; lowest prices. Chicago Scale Co., Chicago.

THE BEST heavy scales for grain dealers. Government Standard Scale Works, Terre Haute, Ind.

FOR SALE second-hand 4-ton Fairbanks wagon scale. In good condition. G. Brauer, San Jose, Ill.

ONE SECOND-HAND set of four ton standard Fairbanks dump scales for sale. Garfield County Milling Co., Enid, Okla.

SECOND-HAND SCALES in first-condition for sale cheap. Standard Scale & Foundry Co., 22nd & Wyandotte Sts., Kansas City, Mo.

NEW AND SECOND HAND Railroad Track, Hopper and Wagon Scales for sale. Give us a trial. We will save you money. Beckman Bros., Des Moines, Ia.

ELEVATOR SCALES—We make a specialty of wagon, portable, platform, dormant, hopper and warehouse scales. Send for our latest catalog of elevator scales. Osgood Scale Co., 305 Central St., Binghamton, N. Y.

FOR SALE—30 sets of 42,000-pound Fairbanks-Morse Compound Beam Hopper Scales, as good as new. Can furnish framing timbers with these scales. Prices on application. Trans-Mississippi Grain Co., 532 Bee Bldg., Omaha, Neb.

SCALES FOR SALE.

1 600-bu. Fairbanks Hopper Scale, compound beam, and levers to bring beam below, \$125.00
1 6-ton Howe Wagon Scale, with 8x22 platform, \$65.00
1 6-ton Fairbanks Wagon Scale, with 7x20 platform, \$55.00
1 4-ton Fairbanks Wagon Scale with 7x14 platform, \$50.00
All of the above are thoroughly refitted. Address, Allen P. Ely & Co., Omaha, Nebr.

SCALES WANTED.

WANTED one Dormant scale. Address, Walter G. Trumpler, Tiffin, Ohio.

MISCELLANEOUS.

GRAIN BAGS for rent from 100 to 100,000. For rates write Foell & Co., 123 Market St., St. Louis, Mo.

SECOND-HAND BAGS—Will buy any kind, any quantity, anywhere, and pay freight. Write me for prices. Geo. T. King, Richmond, Va.

FOR SALE—A stock of general merchandise consisting of dry goods, notions, clothing, hats and caps, boots and shoes, groceries, hardware and many other articles too numerous to mention. Will invoice \$7,000, but will sell for cash for \$5,500. Or will trade for a good elevator, if location is satisfactory. Address, Box 1, Grain Dealers Journal, Chicago, Ill.

ENGINES FOR SALE.

GASOLINE Engine for sale, 10-h. p. Temple Pump Co., 15th Place, Chicago.

FAIRBANKS-MORSE gasoline engine for sale, second hand, 12 h. p. Garfield County Milling Co., Enid, Okla.

SECOND-HAND 12 h. p. Foos stationary gasoline engine, price \$250, for sale. Address, Geo. D. Pohl Mfg. Co., Vernon, N. Y.

LEWIS GASOLINE engine, 6 h. p., for sale; good condition; used 4 years; price \$150 here. Varney Mfg. Co., Leavenworth, Kan.

GAS OR GASOLINE engine, 3 h. p., for sale; new; never been used. Price if sold soon, \$110. Address Clark Bros., Wabash, Ind.

FOR SALE—One 35-h. p. White & Middleton Gasoline Engine, in good condition. John R. Lowrey, 12th & Izard Sts., Omaha, Neb.

FAIRBANKS-MORSE gasoline engine, 22 h. p. in good condition for sale at a bargain. Address, W. O. Brackett & Co., Sherman, Tex.

KEROSENE OIL ENGINES are the most satisfactory type. Send for Catalog. Int'l Power Vehicle Co., 381 Dearborn St., Chicago, Ill.

SECOND-HAND Gasoline Engine, 10 h. p., Standard make; will sell cheap on quick cash sale. Address G. S. Crilly, 715 Adams St., Chicago, Ill.

FOR SALE—One second-hand Brown gasoline engine, in splendid condition. Used but a short time. 16 h. p.; everything complete; price quoted on application. Lyons Mill & Elevator Co., Lyons, Ind.

SECOND-HAND GASOLINE Engines at a bargain. One 9 and one 14 h. p. Otto; one 22 h. p. Foos; one 6, one 15 and one 25 h. p. Fairbanks-Morse; one 10 and one 18 h. p. Lewis; one 30 h. p. Webster. Write A. H. McDonald, 36 W. Randolph St., Chicago.

FOR SALE—The following gas and gasoline engines: 60-h. p. Foos; 65-h. p. New Era; 15-h. p. Lambert; 7-h. p. Otto; 5-h. p. Fairbanks; 6-h. p. Webster; 4-h. p. Foos; 3½-h. p. Des Moines; 2½-h. p. Fairbanks. Backus Gas Engine Co., 22 S. Canal St., Chicago, Ill.

GASOLINE ENGINES for sale; practically new.

1 2-h. p. Stover Gasoline Engine, \$60.00
1 3-h. p. Webster self-contained, with electric spark and tube, \$100.00
1 3-h. p. Foos Vertical Gasoline Engine, \$75.00

1 4-h. p. Webster Vertical Gasoline Engine, \$125.00

1 5-h. p. Webster-Lewis Gasoline Engine, \$125.00

1 8-h. p. Standard Gasoline Engine, made at Des Moines; in use about six months; both torch and electric spark; all complete, \$175.00
1 16-h. p. Racine Gasoline Engine, \$200.00

1 7½-h. p. Webster Horizontal Gasoline Engine, \$190.00
Address, Allen P. Ely & Co., Omaha, Nebr.

ENGINES AND BOILERS.

TUBULAR BOILER, 66 x 16, with fronts, in good order, for sale at a bargain. F. G. Ely, Traders Bldg., Chicago.

FOR SALE: One 15 h. p. upright boiler and engine, in excellent condition. Hoerlein, 3151 Cottage Grove Ave., Chicago, Ill.

FOR SALE CHEAP—A 75 h. p. steam plant. One 60 in. x 14 ft. Atlas boiler, 3½ in. flues; one 10 and 14x20 Atlas tandem compound automatic engine; one Brownell open heater, and one Dean Bros. boiler feed pump. All in good order; can be seen running every day. I want to sell this plant for delivery June 1st; will sell as a whole plant, or will split it up. Address J. H. Cline, Concordia, Kans.

ENGINES.

1-250 h. p. 18¾ x 36 in. Buckeye Automatic Girder Frame, Slow Speed, \$1350.00

1-250 h. p. 18 x 42 in. R. H. Corliss, Wheel 12 ft. x 27 in. \$1350.00

1-225 h. p. 18 x 24 in., Atlas Heavy Duty Automatic, Wheel 12 ft. x 24 in., \$650.00

1-70 h. p. 14 x 16 in. Porter Mfg. Co. Center Crank Slide Valve \$250.00

BOILERS.

5-80 h. p. 60 in. x 16 ft., 4 in. flues, \$275.00

1-100 h. p. 66 in. x 16 ft., 54 4 in. flues, \$285.00

5-150 h. p. 72 in. x 22 ft., 50 4½ in. flues, with stacks 34 in. in diameter x 60 ft. long, \$625.00

HEATER.

1-200 h. p. Barrganath Brass Tubes, \$225.00

GAS ENGINE.

1-8 h. p. Otto Slide Valve, \$125.00

We also have other engines and boilers, pumps and heaters. If you do not find what you want listed above, write and let us know what your requirements are and we will undoubtedly be able to fit you out at prices that will save you big money. F. E. Pfannmueller & Co., Phone Harrison 1767, 733 The Rookery, Chicago, Ill.

MACHINES FOR SALE.

BARNARD & LEAS Cleaner, No. 3, for sale cheap. F. G. Ely, Traders Bldg., Chicago.

ONE EUREKA scouring machine for sale. Capacity, 100 bu. Good condition. Walter G. Trumpler, Tiffin, O.

FOR SALE CHEAP—Two Barnard & Leas Dustless separators. Address, Harris, Scotten Co., Burlington, Ia.

ONE CORNWALL tubular separator with 60 tubes, practically new, adapted to barley grading. Inquire of S. & D. Co., Walcott, Ia.

FOR SALE—A Kelley Duplex corn grinder, a 20 in. sprout, Waldron buhr, and a Monarch corn crusher. Address, S. Cushwa, Charlton, Md.

SECOND-HAND CORN SHELLER for sale cheap. Has no equal; a great success; guaranteed. Address, W. L. Bristoll, Mt. Blanchard, Ohio.

ROLLER MILLS for sale: 3 Gilbert six-inch and one Stevens, size of rolls 9x18 inches; also one hand Clipper Mill. Johnson & Son, Goshen, Ind.

FOR SALE—1 No. 2 Marseilles sheller; used one year; 1 100-bushel U. S. hopper scale. Both in good condition. Address, M. J. Lee, Redmon, Ill.

SPECIAL BARGAINS in second-hand machinery. Write for Circular No. 20. We may have what you want or know where to get it. A. S. Garman & Sons, Akron, Ohio.

FOR SALE—No. 1 Barnard Improved double screen dustless corn cleaner, with shaker. This cleaner in good condition and will be sold at a bargain. Plymouth Milling Co., LeMars, Ia.

FOR SALE—One Oliveys sieve, scalper and grader. Also one No. 2 Little Victor corn sheller and cleaner combined. Both machines good as new. J. M. Hornung, Greensburg, Ind.

FOR SALE—No. 4 Western corn cleaner and fan; No. 4 Western corn sheller; 3,600-pound hopper scale and one 20-h. p. boiler. All in good order. Address, Treat & Morrison, Gays, Ill.

THREE MONITOR Oat Clippers for sale, capacity 1,000 per hour. Two Pease Separators, capacity 800 bushels per hour. Above in fairly good condition. Milwaukee Elevator Co., Milwaukee, Wis.

BARGAIN in a second-hand No. 1 Wilford 3-roller feed mill, capacity 60 to 75 bu. per hour, in first-class condition. Ask for our list of second-hand machines, pulleys, etc. Wells-Abbott-Nieman Co., Schuyler, Nebr.

FOR SALE—All machinery complete, including engine and boiler for a 75 barrel roller flour mill. Also corn shelling outfit complete, and corn crusher. On account of bankruptcy of former owners, this property must be sold. Address, G. B. Griffin, Charleston, Ill.

G. B. McCABE,

No. 47 Produce Exchange,

Toledo, O.

Says: "My notice of a year ago in Daily Grain Dealers Journal that I would do the consignor good on grain and seeds shipped me has proven true. I am still here for consignments, and make no card bids—but do not forget you will get the highest price obtainable on all favors entrusted to me."

SITUATIONS WANTED.

POSITION WANTED as manager of elevator, by married man with experience and best of reference. Address, Box 285, Burt, Ia.

POSITION WANTED as buyer for some grain firm to run elevator. Seven years experience. Address Lock Box 15, Breda, Iowa.

FIRST-CLASS MAN wants position as manager of elevator; best of references; 16 years experience. Address, A. H. Walls, Ridgefarm, Ill.

POSITION WANTED with reliable firm; 15 years experience in grain, stock and coal business. Address, C. N., Box 12, Grain Dealers Journal, Chicago, Ill.

POSITION WANTED as buyer for line eltr. co.; 8 years experience; will work reasonable to start; best references. State wages. Address Box 515, Sibley, Ia.

POSITION WANTED as solicitor for grain firm or buyer on track for cash grain house. Best of reference. Address Solicitor Box 9, Grain Dealers Journal, Chicago, Ill.

POSITION WANTED as manager of elevator; 15 years experience in grain and seeds; good book-keeper. Can fill any place. References. Address, Fremont, Box F Glendale, Ky.

POSITION WANTED in Chicago grain office by a young man; two years experience in office of Reynolds Bros., Toledo, O., to whom I refer. Address W. R. Allman, 2439 Vermont Ave., Toledo, O.

SITUATION WANTED by man that has had experience in grain, lumber and coal business. Would prefer, share of the profits or \$75.00 per month. Address, Job, Box 1, Grain Dealers Journal, Chicago, Ill.

POSITION WANTED as manager of country elevator by a married man with eight years experience in grain, seed and coal business; also two years experience in lumber business. Prefer Ohio or Indiana. Address Box 85, London, Ohio.

POSITION WANTED as manager for a line of country elevators, spring wheat section preferred. Had 24 years experience in the business as buyer and superintendent in Minnesota and Dakota. Best of references. Address, Ray, Box 12, Grain Dealers Journal, Chicago, Ill.

SALESMAN—Experienced hay and grain salesman acquainted with the trade in Pittsburg and surrounding territory desires position. Would like to handle the Pittsburg trade for some large elevator. Best of references. Address, Pittsburg, Box 1, Grain Dealers Journal, Chicago, Ill.

POSITION WANTED by field seed man of 21 years; have traveled both buying and selling; know thoroughly the localities for supply and demand; six years office experience; can keep books. Now employed in Chicago. Would prefer position in field seed house or with grain firm doing a field seed business. References furnished. Moderate salary. Address Lea, Box 1, Grain Dealers Journal, Chicago, Ill.

HELP WANTED.

EXPERIENCED BOOKKEEPER for responsible grain firm who can furnish \$10,000 for use in the business, properly secured. Good deal for right man. References exchanged. Address Responsible, Box 8, Grain Dealers Journal, Chicago, Ill.

PARTNERS WANTED.

A CHICAGO BOARD OF TRADE firm with well-established receiving business wants active partner with \$25,000 capital. One with trade in Iowa and Minnesota preferred. Address, H. R. P., Box 11, Grain Dealers Journal, Chicago, Ill.

GREAT BUSINESS chance for bright man well up in office work and who knows something of the seed and grain business. Some capital required to obtain an important office in a well established organized concern handling seeds and grain. Located in the west; growers, dealers and importers. A chance of a life time for the right party. Write giving reference, ability and means. Address, Nebraska, Box 1, Grain Dealers Journal, Chicago, Ill.

GRAIN WANTED.

WANTED—Alfalfa, Millet, Cane Seed, Kaffir Corn and Timothy Seed in car lots. W. H. Small & Co., Evansville, Ind.

WE solicit your consignments of grain and millfeed. They will have our best care. BURNS BROS., Buffalo, N. Y.

WINTER WHEAT wanted. Quote prices, send samples. Ship Big Four or Pa. R. R., Ansted & Burk Co., Springfield, Ohio.

GRASS AND FIELD seeds wanted. We are always in the market for all varieties. Address the Wm. S. Gilbreath Seed Co., Indianapolis, Ind.

WANTED, your consignments of flour, grain and hay. Personal attention and prompt service. Address, Bennett, Hawkins & Co., Nashville, Tenn.

GRASS AND FIELD seeds wanted. Also timothy seed, and closed seed in carlots. Address, Wm. G. Scarlett & Co., 729 East Pratt St., Baltimore, Md.

GRAIN AND SEED FOR SALE.

TIMOTHY, CLOVER AND FIELD SEEDS of all kinds; buy or sell. Write us. Ross Seed Co., Louisville, Ky.

FIELD AND GRASS seed for sale. When in need of anything in this line write us. We make prompt delivery. The Wm. S. Gilbreath Seed Co., Indianapolis, Ind.

HAY WANTED.

WANTED HAY in any amount, also ear corn, oats and rye. Address, Johnson & Son, Goshen, Ind.

HAY Consignments solicited. Drafts for 75 per cent of value honored. Prompt returns. R. L. Chenery, Richmond, Va.

OUR COMMISSION, 50 cents per ton. It will pay you to send for our mkt. report. If you have straw to sell, quote us. E. K. Lemont & Son, 465 Bourse Bldg., Philadelphia, Pa.

MISCELLANEOUS FOR SALE.

IOWA FARM in Blackhawk County, 240 acres for sale or trade. Address, G. W. Conrad, Wood River, Nebr.

BAGS FOR SALE—10,000 140-lb. Export Flour Bags, 5,000 5-bu. Oat Bags, 3,000 280-lb. Starch Bags, 30 x 48 12 oz. Cheap. Williams Ross & Co., 57 So. Water St., Chicago, Ill.

BELT FASTENER. Something new. Quickly adjusted; holds belt tight; can be used over and over again; saves all bother, worry and trouble. Good commission for selling. For particulars address W. A. Nutt, Urbana, Ohio.

FOR SALE.

1 700 bu. Fairbanks Hopper Scale.
1 60 bu. Fairbanks Hopper Scale.
1 10 h. p. Vertical Steam Engine.
1 15 h. p. Atlas Steam Engine.
1 20 h. p. Steam Engine.
1 35 h. p. Steam Engine.
1 20 h. p. Upright Steam Boiler.
1 25 h. p. Upright Steam Boiler.
1 35 h. p. Horizontal Boiler.
1 50 h. p. Horizontal Boiler.
1 12 in. Scientific Grinding mill.
The E. E. Hollister Co., Quincy, Ill.

GRAIN DEALERS JOURNAL

255 La Salle St., Chicago, Ill.

Gentlemen—Enclosed find One (\$1.00) Dollar, for which please send the *Grain Dealers Journal* on the 10th and 25th of each month for one year to

Name of firm.....

Capacity of Elevator..... Post Office.....

.....bus. State.....

The Rate for Advertisements in above Departments is 15 cents per line each insertion.

Just as surely as anything in the world you will "Join the Procession" and send us your inquiries and order for your Grain Elevator machinery and supplies.



Here is a rigid Pillow Block of our make. Do you know of anything to beat it in design? The prices are right, too.

SEND FOR CATALOG

STEPHENS-ADAMSON MFG. CO.

Office and Works: 202 to 246 Ridgway St., AURORA, ILL.

AGENCIES:

Kansas City, Mo. Gustin-Boyer Supply Co.
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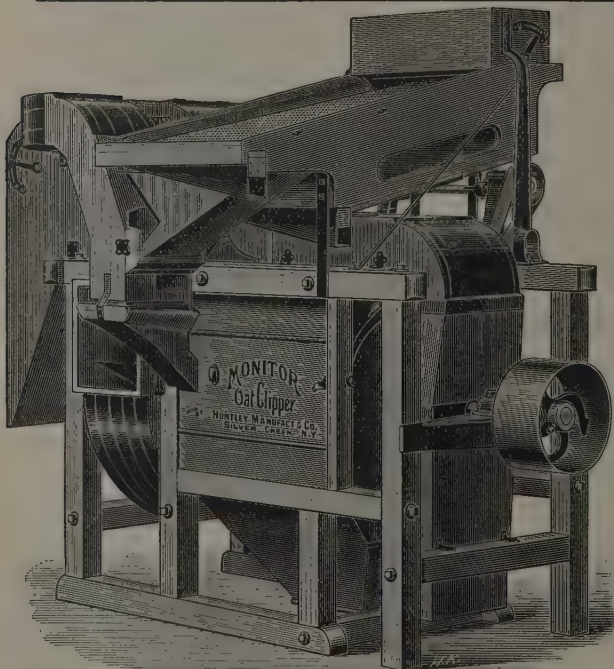
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The character and number of advertise-
ments in its columns tell of its worth.

Letters

on subjects of interest to those engaged in
the grain trade, and trade news items are
always welcome.

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CHICAGO, ILL., JULY 10, 1904.

WHEN local assns. commence to fight one another, the time has arrived for their dissolution.

FIREPROOF storage tanks soon pay for themselves, because they reduce the fire hazard as well as the cost of insurance.

MINNEAPOLIS millers are again after the wheat of Kansas and Oklahoma in earnest, and they are also after a low freight rate.

THE success of the New England Assn. in obtaining refund of demurrage for its members, when unjustly charged, is pregnant with suggestions.

MUCH of the new wheat may prove to be of poor quality, but there will be enough good grain to make mixing a profitable practice for the elevator man.

IN making your arrangements for the season do not hire a man because he is "cheap." A good agent or assistant is worth paying fair wages, and an incompetent, wasteful or talkative man will help you to losses.

WHEAT shippers who sell direct to millers contend, and rightly, that if the wheat price is to be docked one cent for each pound it tests less than 60, then one cent for each pound shipment tests in excess of 60 lbs. should be added to the price of No. 2. The millers are always eager to buy the best wheat obtain-

able. They prefer to do their own mixing. However, unless they will pay a premium for the heavy wheat the dealer will surely mix lighter wheat with it.

THE COST of insurance on grain elevators in all territory except Minnesota and Dakota has been slightly changed, the Western Union having adopted a new standard schedule, which is published elsewhere in this number.

NOW is a good time to overhaul your elevator and all its appurtenances, so that they may be in good order when the new crop begins to move. A coat or two of paint will be worth many times its cost in protecting your property against the ravages of the elements.

BALTIMORE and the other Atlantic ports favored by the differential freight rates on grain are making an earnest fight for the maintenance of the present differentials, and it seems probable that unless the railroads arbitrarily ignore mileage and the long established differentials no change will be made.

HAVE you any claims outstanding against the railroad companies? Take the matter up with them at once. Later you may be too busy, and the claims will drag along for another six months. Remember that the claim agents are overworked and that others are constantly urging them to give their claims preferred attention.

CHILDREN will continue to be maimed and killed in grain elevators as long as elevator operators permit them to play about their houses. In our Canadian column this number is reported the death of another little girl who sacrificed her life for the privilege of playing about the elevator, her clothing having caught on a rapidly revolving shaft.

MONEY expended for improved elevator machinery is an investment that bears more than compound interest. The large cleaning and grading houses of the line companies can be successfully imitated on a small scale at a correspondingly small expense; and the dealer's profit now-a-days lies largely in handling grain, not in buying and shipping it on a margin, only.

THE wheat harvest is again interrupted by heavy rains, and much grain, no doubt, will be so badly damaged as to be fit only for chicken-feed. Some of it may be improved by drying. It seems that the wheat grower's experience of recent years should prompt him to provide tarpaulins for protecting his grain in the stack. Corn and oats are both backward, corn in some districts being at least one month behind its usual condition at this date. The stand is good and the fields clean, so that with favorable weather a fair crop may be obtained. The thin stand of oats in many sections is traced

directly to the use of poor seed. However, the country seems certain to have an average crop of oats, owing to the increase in acreage in winter wheat districts.

GRAIN BAGS are so expensive this year that Pacific coast dealers have again taken up the discussion of marketing grain in bulk. Modern elevators are so cheap and the cost of handling grain thru them so much less than in bags, that it would seem folly for the Pacific Coast dealers longer to put off the adoption of modern facilities.

UNIFORMITY in the number of pounds of each grain required to make a bushel is a very easy matter to regulate, and it would seem right that some steps should be taken by the trade to bring about a uniform practice in this matter. Judging from a query in this number, Minneapolis and Duluth take 50 pounds of barley for a bushel while all other markets are satisfied with 48.

LOCAL assns. which have members who in no wise compete with one another are too large. Members must incur too much expense of time and money to insure their regular attendance at meetings and oftentimes will attend meetings at which the troubles discussed do not interest them. Where locals are confined to small territory, each member is always directly and vitally interested in the matters discussed at each meeting, hence has more to gain by attending and is able to attend without much expenditure of time or money.

THE American Shippers Asso., which was organized in Chicago recently, has for its prime purpose the prevention of the proposed uniform bill-of-lading, whereby the carriers of trunk line territory hope to be able to exact a 20 per cent increase in freight rates. The asso. is one which merits the support of every organization, and after it has defeated the uniform bill-of-lading proposition it should be continued for the purpose of voicing the sentiments and championing the rights of shippers, who heretofore have been compelled by carriers to put up with all kinds of inconveniences and extravagant charges.

OIL. Extra lard machine oil, extra fine cylinder oil, in barrels and half-barrel lots are now stranded at many stations in Illinois, and judging from the letters being received by Illinois grain dealers, the owners of this oil are extremely anxious to dispose of it. In fact, they will sell it at half its supposed value, pay all freight charges and accept payment any old time. It is very evident that some grain dealers have not read any of our frequent expositions of this barefaced game. If you want oil that lubricates, go to some responsible house for it, but never bite on the enticing propositions made by Cleveland fakirs.

ACTUAL WEIGHTS AT ST. LOUIS.

As is shown by our St. Louis correspondent in this number, the Board of Directors of the Merchants Exchange of St. Louis has taken a firm stand against docking receipts for future possible shrinkage. This is in line with the practice followed at Milwaukee, and insures the country shipper credit for every pound of grain delivered at the terminal elevator. Hereafter no dockage will be allowed for future shrinkage.

St. Louis is to be commended for the rapid progress it has made during the last year in this matter of guarding shippers' grain in yards and securing correct weights. The Exchange merits great credit for its firm stand in this matter of dockage and it behooves shippers to support the Merchants Exchange Weighing Bureau at every turn. Insist upon having its weights and thereby lend your influence in a vigorous way to the improvement of weighing facilities in all markets.

THE THIRD ELEVATOR.

A bonus for an elevator when the elevator is needed is a most commendable way of encouraging the establishment of a grain market, and the merchants of Durand, Mich., have recently adopted this plan by taking up a subscription and buying a site for an elevator. However, when an elevator is not needed, the merchants make a sad mistake, either to take stock or to contribute to the establishment of a third or fourth elevator.

Two first-class elevators are enuf for any town and generally will result in grain growers realizing more money from what they have to market than where there are more, hence they will have more money to spend with the local merchants.

The amount of grain handled at a station is not increased by the establishment of a third elevator, but the expense for handling the same grain is increased. Taxes, interest, insurance, management, labor, fuel, etc., are increased 50 per cent, and most of this increase must come out of the growers, because the establishment of one or twenty elevators at a town in no wise affects the price the grain shipped from that market will command at a central market. Two elevators can, in every case, thru the provision of more machinery and storage room, handle all the grain marketed at any station, thereby keeping to a minimum figure the fixed charges for facilities for receiving grain from growers and loading into cars.

The third, fourth and fifth elevator may realize a living profit, but they are not necessary, and if true economy and the best interests of the local merchants and the grain growers are considered, each market will be considered to have enuf

when it has two first-class elevators in charge of wide awake dealers.

NEW FREIGHT TARIFFS.

If railroad agents at country points posted every new schedule of freight rates issued by their respective roads they would comply with the letter of the law, but still many shippers would be just as derelict as the station agents themselves in hunting up the legal rate. Shippers who insist on consulting the latest tariff every time they make a shipment save many times the cost of the effort in freight rates. The railroad companies have not the time nor the desire to scrutinize carefully every rate paid and have enough work to do without going to the trouble of rectifying errors made in their favor.

It is greatly to the advantage of every shipper to keep posted regarding changes in freight rates to any of the markets at their command. Shippers who do not make any effort to keep posted on these points pay dearly for their slack method. Large shippers find it profitable to employ traffic managers or directors who devote their entire time to the study of new freight tariffs and other railroad matters and their services prove a very profitable investment.

On page 53 of this number will be found statement of some of the new tariffs recently issued, and we trust that shippers along the lines mentioned will consult the tariffs and make sure that they are obtaining the correct rate on their shipments. If any are benefited by the suggestion or we can help them further in this matter, we would be pleased to hear from them.

LOUISIANA UNIFORM BILL OF LADING.

Texas and Louisiana, as well as Kentucky and West Virginia, long since wearied of railroad trifling and enacted laws which are designed to protect rigidly the interests of intra-state shippers. The Louisiana Railroad Commission has forced the carriers of that state to adopt a form which contains among other most excellent clauses, one providing that "Carrier shall be liable for the loss, damage or delay in delivery of articles described unless said carrier shall show that such loss, damage or delay has been occasioned by accidental or uncontrollable events."

The burden of proof is placed upon the carrier who is supposed to be familiar with the causes of his own shortcomings. Carriers are also required to deliver goods to connecting carriers, should that be necessary to complete the transportation of freight to destination, and again does the bill of lading place the burden upon the preceding carrier of proving that it is not to blame for any loss, damage or

delay in delivery, so that the various carriers can not give a shipper's claim for loss the battledoor and shuttle-cock treatment so frequently received in many states in the North. The time is not far distant when the shipping public will cease trifling with rail carriers and insist upon receiving fair treatment. Impositions have been tolerated so long that they serve only to encourage railroad officials to even more exasperating exactions.

ELEVATOR FEE UPHELD BY COMMISSION.

The Interstate Commerce Commission has just decided that the allowances made by the Union Pacific Railroad to Peavey & Co. for transfer service performed by its elevators at Council Bluffs and Kansas City are not unreasonable. The commission maintains that the Union Pacific is entitled to perform the work itself or hire it done by others, and is not guilty of wrong doing because incidentally those employed to perform the service are aided in another line of business.

It will be remembered by our readers that the above company erected the elevators under contract with the Union Pacific to transfer grain from its cars to those of connecting lines for a fee of 1¼c per hundred pounds.

Inasmuch as the commission takes this view of the transfer fee, it would seem that the railroad companies would be justified and be permitted under law to pay a loading fee to owners of country elevators and thus forever put at end the delay of cars by scoopers, who insist upon using them for warehouse purposes.

The commission has investigated everything bearing upon the payment of transfer fees by railroad companies to the operators of private elevators carefully and extensively. Similar arrangements were investigated at Burlington, Ft. Worth and Gainesville. However, the payment of these transfer fees to private grain companies is quite certain to work a discrimination against grain dealers not favored with a transfer arrangement, and it will also be sure to divert some grain from its natural channel. This may result in the cutting of rates by different lines and a general disturbance of the grain carrying trade.

KANSAS CITY'S traffic commissioner, who has done most excellent work in the interest of that market, was in Chicago recently, working with the officials of the freight asso. to secure a readjustment of the rates on grain from Kansas City to Gulf ports. The success of the traffic managers of St. Louis and Kansas City would indicate that such an official could be employed advantageously and profitably by some other markets.

Letters From Dealers

FROM MILWAUKEE.

Grain Dealers Journal: The much-heralded convention has come and gone, leaving behind it a feeling of general satisfaction. Much good is believed to have been accomplished; new acquaintances have been made, new connections formed, new ideas gained and new life infused into the local trade. The importance of Milwaukee as a terminal market and the facilities afforded here for handling grain of all kinds, both on local account and for eastern shipment, have been demonstrated in a manner that would have been impossible without the gathering of dealers from all quarters of the country, and particularly from that region vaguely known as "The West."

Results of this kind are especially important just at the present season, when preparations are being made to market the new crops, and the wisdom of those who selected June as the month for the convention is thus demonstrated anew. Later on, say in October, conditions would have been entirely different.

Without intending to put any disparagement upon Minneapolis, it is felt by local grain men that the convention here was a greater success in many ways than that of last year, and they take some credit to themselves for what has been accomplished. Certainly, everything possible was done to give the visitors a "good time," and the Committee of Arrangements had all the assistance that could be rendered by individual members of the Chamber, both in preparing for the meeting and in carrying out the program that had been planned. "Jolly fellowship" was the motto worn on the heart of each Milwaukeean, and it is believed that the X-ray would have disclosed something similar on the corresponding portion of each visitor's anatomy.

Much gratification is felt, also, at the spirit in which the delegates entered into the entertainment that had been provided for them. The word "Welcome" appeared to be taken in its most literal sense, as had been hoped would be the case, and any drawbacks or discomforts necessarily incidental to a gathering of this kind seem to have been quite disregarded; for there was no fault-finding. "Come again" is the wish of the local members—not less sincerely felt than openly expressed.—K. C. M.

SUGGESTS A GOOD MOTTO.

Grain Dealers Journal:—We are in receipt of a copy of the Grain Dealers Journal dated June 25th, in which you give a report of the proceedings of the Grain Dealers National Assn. annual meeting held at Milwaukee June 22d, 23d, and 24th. I would be pleased if you would print in your next issue, or as soon as possible, a complete list of the members as well as the affiliated members of the Assn. who attended that meeting, and where they are from. My object in asking this is that I might see from what section of the country the most members came, and also I believe it is no more than right that each member should know the number of people in attendance at that convention.

So far as I can see and hear from people who were there, the general impression is that it was composed largely of Western people, and that the East was very slimly represented. Now I do not wish to be understood as being in opposition in any way whatever to the best interests of the Grain Dealers National Assn., for I can assure you that I am heartily in sympathy with it, but you will remember the position I took some months ago criticising perhaps too severely the time of meeting. I want to know whether that meeting was a success or not.

In my opinion if we desire this Assn. to be a success more attention should be paid to the interests of the East and Middle West, both as to time and place of meeting. I have a great many friends in the grain business not only in Chicago but west of there, and I want to say to these good friends in the best of faith that in my opinion a success can hardly be made of the National Grain Assn. unless our good friends of Chicago and the West propose to run this Assn. as one of national interest to the entire grain trade of the country.

If the grain men in the far West can do without us Eastern people then all very well. I am quite sure we can continue to live without them. But it is not my intention to have any such feeling as that prevail, and allow me to call your attention to a motto that was given at one of the recent conventions. I do not remember exactly where, which read, "Not for self, but for all." If the Grain Dealers National Assn. could adopt that motto and carry it out to the letter anybody would readily see the very great success that would follow our efforts.

I believe there is room in this country for just such an assn. as the Grain Dealers Nat. Assn., but unless we can throw aside all selfish interest and act in accordance with the above motto I fear for its success. I believe the grain dealers East as a rule are ready to and will put their shoulders to the wheel and boom the

Assn. if they feel that the interests of the East were considered.—E. L. Rogers, Philadelphia.

Asked—Answered

WHO MAKES THE FORSYTHE SCALE?

Grain Dealers Journal: I am needing some repairs for a "Forsyth" Platform Scale. Can any reader of the Journal advise where this scale is manufactured, who sells it, or where I can get the information?—L. P. Allen, Greenfield, Ill.

HOW MANY POUNDS IN A BUSHEL OF BARLEY?

Grain Dealers Journal: I wud be pleased to know why it takes 50 lbs. of barley to make a bushel in Minneapolis and Duluth while only 48 is required in Milwaukee, Chicago, St. Louis and other markets? F. A. M.

ERROR IN BILLING.

Grain Dealers Journal: A lawsuit was told about in The Journal lately relating to a car that was delivered to the wrong person, but it appears to me the fuss was caused by the billing of the property to a party that didn't have any interest in it, one R. A. Scott, and I don't think the railroad ought to be made to stand any damages. It looks to me like there was something wrong. What was the reason for that billing?—Dixie.

CAR SERVICE ASSNS. ILLEGAL.

Grain Dealers Journal: Some time ago we saw in a Chicago daily that the assn. of railroads into a car service assn. for the purpose of levying and collecting demurrage was illegal. That while each road as a corporation could collect demurrage, the combination of several into an assn. was illegal.

When and what was the decision? Have any similar decisions been made in Chicago or elsewhere?—The T. S. Gilliland Grain Co., Van Wert, O.

Ans.: The decision was an opinion by the U. S. district attorney at Chicago, June 13, that the Chicago Car Service Assn. was an illegal combination; but, of course, this has not the force of a decision of court.

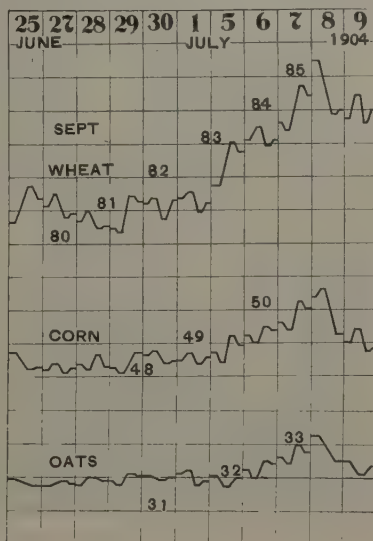
NEW YORK INSPECTION.

Grain Dealers Journal: If "Cincinnati," who unjustly attacked the New York Inspector in your Journal May 10th number will secure a copy of the rules adopted by the New York Produce Exchange for governing the grading of grain in that market, he will learn that a note at the end of the rules provides that "In inspecting on board vessel for export the inspector shall be governed in his interpretation of the requirements of the grades by the season of the year, length of voyage and the climatic conditions of the port of destination."

Hence if one firm had rye inspected into a vessel for export and another into an eltr. for local consumption, the inspector might give the same grain different grades and not violate the rules. Take up your trouble with New York's Chief Grain Inspector.—B. Fair.

Chicago Prices

The opening, high, low and closing quotations on new September wheat and September corn and oats at Chicago for two weeks prior to July 11 are given on the chart herewith.



Annual Meeting Ohio Grain Dealers Association.

The 25th annual meeting of the Ohio Grain Dealers Asso. was called to order in the parlors of Hotel Victory, Put-in-Bay, Wednesday, June 29th, at 10:20 a. m., by Pres. C. B. Jenkins, who delivered an address of welcome, from which we take the following:

President's Address.

Again do we find ourselves in convention assembled, after the lapse of twelve months on this historic island, made memorable because of the utterance by that intrepid American Com. Perry, when in his report of the contest with the enemy of our Country, he could say, "We have met the enemy and they are ours." This point has been famous for years past as the rendezvous of commercial organizations to gather and council and to take up the inspiration of its historic utterance and apply it Commercially.

My fellow Grain Dealers, let me impress upon you this fact that social fellowship with your neighbor has done more to obliterate the feeling of avarice and greed than all other features combined, and I now want to welcome you to the most social convention ever held under the auspices of the Ohio Grain Dealers Asso. Under ordinary circumstances my speech-making is usually short but this occasion being of the extraordinary character and my social nature being imbued with that spirit of having met the enemy at the Casino, and conquered it, I feel that a brief mention of the work and workers and some of the features to be met in the future are within my province to give.

I want to at this time thank all those who during the last year have lent their help and influence toward the broadening of the scope of usefulness of our asso., because I cannot but feel that the work is stronger today and is broader in its influence than when we began. The year has been marked by unusual conditions for the success of asso. work, short crops have been our heritage and yet in view of this which is the most discouraging feature that could confront us, there has been less scrambling for volume of business than in many years past. Dealers have wisely conceived the idea that it is purely a legitimate business to buy and sell any commodity with a reasonable profit in view, and are working upon these lines rather than upon a large volume and depending upon almost an invisible profit for their aggregate returns.

The general current of harmony has not been seriously disturbed, although a ripple now and then has occurred, caused in nearly every case by the overlooking of the great principle of "Whatsoever ye would that men should do to you, do ye even so to them." We prophesy that as long as we journey here below and are not able to distinguish between the rustle of angelic wings and the hooting of an owl, that frequent disturbances will occur, but those of us who have learned the value of asso. work in our business, (and I am truly glad to say that there are more for us than against us) can press on with renewed courage for the day in commercial life is here when the trickster and corrupt dealer in any vocation must give way to the truthful and upright dealer.

Our asso. has been very prominent in the movement by the united shipping interests of the state of Ohio to bring about a better condition between the transportation companies and the shippers, and as a result of this move we are today operating under what is now known as "The Gentlemen's Agreement," the details of which I will leave to the Secretary. The importance of this agreement is far in advance of what the average shipper realizes and its scope is far reaching. In fact I am more impressed with the importance of this achievement since last week when I heard one of the most prominent members of the senate of the last general assembly, in an address to a body of business men who were attempting to form a commercial organization, say that one of the most effective demonstrations of union was exhibited during the session of the last legislature, wherein the shippers of Ohio met and organized an asso. regardless of the interest involved and by this move-

ment were able to secure from the railroads of Ohio an agreement more effective and satisfactory than could have been secured by legislation.

Gentlemen, your officers worked faithfully for the success of the movement, many of whom gave their time and personal expense in addition to membership to the organization for their benefit alone, no but for yours also. How many of you have responded to the call of the Secretary of that organization or to the call of your local asso. Secretary for support? Remember that when you load up your officers with responsibility for the safety of your interests, you are not relieved of the duty of responding to the call when the time comes to furnish the sinews of war. Our government is at peace with the world today but the construction of the mighty engines of war goes on without abatement, so the Ohio Shippers Asso. is at peace today but the preparation for the struggle that may come goes steadily on, and in this you have a part to perform, meet it like the loyal blood in your veins would cause you to meet the call if it were to come from your nation.

The outlook for the future is better although the wheat crop will be short, an unusually large oats crop and a large corn crop are the promising features at this time, so with harmonious action between us and the interests so closely allied with the grain dealer, the milling interest, there is no reason why we should not have a most successful year. If you will pardon me I want to read in connection here an editorial clipped from the last issue of one of the leading grain trade journals of our land:

The relations of grain dealers and millers in the Southwest, in Indiana and other parts of the winter wheat belt especially is a veritable problem. It is to be noted, however, that millers are building more and more elevators in the Southwest and invading the shipping towns as fast as their milling requirements increase. The grain men might stop to consider whether this is a more desirable feature of the business than permitting the millers to get what grain they need without a struggle for it. The course of some elevator men in trying to "hog all the grain" and of those who supply millers who are willing to buy of the elevators with badly sophisticated grain, is driving the millers into the grain business for self-protection. There is no reason to expect that, if forced into the business, they will be content to buy only for themselves; they will.

on the contrary, very naturally handle all the grain they can get. Most millers would, however, be content to be millers only, if treated fairly." If there are any breakers ahead for Ohio Grain Dealers this year this is one of them and I would caution you to consider carefully this matter before precipitating any strife between the two interests, remembering at all times that asso's, like individuals, are dependent upon each other, and again is the scripture fulfilled, wherein it saith "that no man liveth unto himself."

It has been my pleasure as President of your organization to visit the several district asso's, once or more times during the year, and I want to thank them at this time for the courteous treatment accorded me and for their personal efforts to make my visit among them a pleasure to me which it most certainly proved to be. According to the program which is before you, I am commissioned to welcome you here and I desire to say that after having consulted the authorities I have the distinguished pleasure of informing you that the keys to this beautiful spot have been turned over to you, and that anything and all you see is yours, providing you pay for it. Again gentlemen, I want to thank you for the honors that have come to me at your hands and to extend to you a thrice hearty welcome to this Convention.

H. S. Grimes responded: It is my duty as well as my pleasure to be with you. I believe this organization should go back to its original plan of operation. The social feature of these meetings is most beneficial. I attended a joint meeting of grain dealers and millers at Indianapolis, and the results were excellent. The contending elements got together and harmonized.

We are going to have good crops, and I beseech you to get together, be satisfied with reasonable profits, and work together.

I wish to commend to your attention the excellent results attained by the Ohio Grain Dealers Mutual Fire Ins. Assn., which was organized by members of the Assn, independent of this organization. It is purely mutual and merits your support.

Secy. J. W. McCord read his annual report, from which we take the following:

Report of Secretary.

At this particular time in the history of this Asso., it would seem fitting to preface my report with information bordering on the historical. Through an error on part of the printer, the circulars announcing this meeting mentioned it as the 24th annual meeting, instead of the 25th. We are therefore, now in session for the



Some of the Dealers who Attended Put-in-Bay meeting.

25th. annual meeting to review the work of the 24th year of our existence and consider plans for the work of the ensuing year; the 25th, and last one of the first quarter of a century of our career as an organization.

FORMATION.—This Asso. was formed at Put-In-Bay, July 1, 1880. The minutes of that meeting show that ninety "gentlemen" were present, and that S. H. Hunt of Upper Sandusky was made President, L. C. Newson of Columbus, Secretary. The Asso. was named "The Grain Dealers Asso. of Ohio." During the years 1881 to September 19th, 1899, the name by common usage lost the official construction of its original title and at different times was incorrectly dubbed the Ohio State Grain Dealers Asso., the Millers and Grain Dealers Asso. of Ohio. During the period mentioned the work and interest languished and declined, until the implied object set forth in the original Constitution was entirely disregarded and the annual meetings or rather outings were chiefly devoted to the "Fish Industry." On September 19th, 1899, at a semi-annual meeting held in Columbus, we find that the Asso. resolved to discontinue the "Fish Industry" and in regular form, annulled in its entirety the original Constitution and By-Laws, which with slight modifications and changes by amendment from time to time are still the basis of our government.

It should be clear to all that this Asso. is not a close corporation for the arbitrary government of its members by iron clad rules, regulation of prices, imposing severe penalties, etc. These features if indeed they prevail at all, only obtain with the local affiliated assos of this body, it being the office of the parent body to permit each affiliated body to conduct its work as seems warranted by local conditions. The parent body has been extremely liberal in this respect, going so far as to permit affiliation from its original enrollment of nearly 400 members at large, of over 300 of its members to the five affiliated Asso's until our membership proper, at large, consists of only about 60 members that are unattached to the affiliated Assos.

AFFILIATION PLAN.—In the working of the affiliation plan, it would seem that motives savoring of the selfish have to a certain extent crept in, and we sometimes do not see very far beyond the borders of the respective domains of each territory governed by local affiliated assos. In fact at times there has seemed to be competition (and not at all times friendly) between the Asso's of such nature as to imply which could pay the most or the least for the grain produced in the territory of each, or rather on the border lines of adjacent territory. In this manner extremes have come about and harmonious relations have not at all times prevailed between the Associations. It has been the policy of the parent body to recommend and encourage free intercourse among the different local affiliated and unaffiliated assos, so that they might better understand each other and work in perfect accord. To what extent we have secured this result is known to the officers of these assos, but it is safe to say that the grain dealers of Ohio cannot be divided against themselves, either as individuals, or as local bodies, and expect harmony to prevail, neither can they expect the parent body to exercise the function of supervising every minute detail incident to the varied conditions of each locality. This would be an impossibility on account of the inability of nonresident officers to fully understand the local requirements.

The present plan of organization is proper and it remains for the local assos to regulate and work out the minor details of the work, which in direct financial results, appeal directly to the individual member. The broader lines of work, of which many of us lose sight and which are of great value even though not accomplished with direct and immediate results in the way of spot cash to your credit in bank, can only be carried on successfully by the State and National bodies. Those of you that have kept informed on these broader lines of work do not doubt the success attendant on the efforts put forth by State and National Asso. effort, to improve and benefit the trade at large. You only have to read the trade Journals and Asso literature to inform yourselves as to what has been done and what is contemplated for the future.

A SUGGESTION.—Permit me to suggest, that if the results of the work of the Asso are not in your opinion what they

should be, put your shoulder to the wheel and assist in advancement. Do not retard advancement by criticism, indifference, or refusal to assume a share of the burden. A balky horse is not likely to go forward when most headed. To stand still is to go backward, especially in Asso work; let us remember that each one of us should be an active part of the whole body, and that the body cannot be stronger than the inherent strength of its collective individualism. Let there be no laggards, let each one perform his full share of the common duty of loyalty and support and the result will not be disappointing.

MEMBERSHIP.—On June 4th, 1903, our membership consisted of, Members at large 86; Affiliated from Miami Valley 85; Affiliated from Western Ohio 48; Affiliated from Middle Ohio 66; Affiliated from N. W. O. M. & G. D. 39; Total, 324.

During the period June 1st, 1903, to October 20th, 1903, material changes occurred in the make up of the membership of our affiliated Asso's.

The Western Ohio Asso. known as the Greenville Asso. consolidated with the Miami Valley (Piqua) Asso. both of which were already affiliated to the State Asso. The combined membership on Oct. 20, 1903, was 135. During the same period the Toledo Asso (known as the North Western Ohio Asso) affiliated with us 64 members. Also, during the same period the Van Wert Asso (called the Western Ohio, assuming the name of the original Western Ohio, which was merged with the Miami Valley-Western Ohio Asso) affiliated with us 20 members. These, with 41 members from North Western Ohio Millers & Grain Dealers Ass'n, 80 from Middle Ohio, and 70 members at large, constituted our entire membership, 410, October 20th, 1903, all fully paid up in dues and in good standing. Since that time up to present date, the North Western Ohio Asso has not paid the regular six months affiliation dues for the first half of 1904, and while I have not received formal notice of withdrawal, present conditions indicate the dissolution and reorganization of that Asso. I am also advised that the membership of the Western Ohio Asso of Van Wert, refuse to pay dues to State or National Asso. This action would indicate a withdrawal of the 20 affiliated members from that Asso. The present membership status of the Asso on this date is as follows: members in good standing with dues paid up, State Asso, members at large, 60; Miami Valley-Western Ohio Asso, 123; Middle Ohio Asso, 72; N. W. Ohio Millers & Grain Dealers Ass'n, 37; Total, 292.

About 35 members of the above Asso are slightly in arrears for dues, which will be paid prior to our fall meeting, making our present active membership about 327.

RECEIPTS.—Balance on hand, June 5th, 1903, \$64.74; Total receipts for dues and membership of members at large, \$258.00;

Receipts for State & National dues from Affiliated Ass'n's, \$503.00; Receipts from all sources, regular members, affiliated members and non members on account of American Farm Company fund, \$224.50; Total receipts, \$1,050.24.

As the finances of the different affiliated assos are handled by each one of them independently of each other and of the State Asso. I can only approximate the total receipts of all the Asso's as about \$5000 to \$6000 with approximate expenditures of about the same amount.

DISBURSEMENTS.—Postage, \$65.00; Stenographic Services, \$53.00; Clerical work (mailing circulars, etc.), \$3.50; Traveling expenses of Secretary, \$32.85; Traveling expenses of President, \$19.50; Telegrams and Telephone Tolls, \$4.14; Printing and Stationery, \$63.10; Rent, \$30.00; Secretary's Salary, \$125.00; Paid on American Farm Company account for expenses for legal service, \$190.00; Paid for other legal services, \$25.00; Prize cup Trophy, \$48.41; Paid State assn for affiliation dues, \$351.00. Total \$1010.50; Bal. on hand, \$39.74.

LEGISLATION AND TRANSPORTATION.—You are no doubt conversant with the efforts put forth by our excellent legislative committee, E. W. Seeds, J. B. Van Wagner, and Willis Jones (by circular under date of November '04-'05) in which reference was made to legislation along the lines of the so called Missouri Bill of Lading law, and the Virginia Car Service rules. Active steps were taken in December, 1903, to frame bills for enactment by the General Assembly. However, early in 1904, the Ohio Shippers' Asso in a manner relieved us of the burden of the contemplated work on the Virginia Car Service matter, and secured for all shipping interests of the State what is thought to be the best thing that could be secured under prevailing conditions. All of you are no doubt familiar with the terms of the agreement made between the Ohio shippers Asso and the Railroads of Ohio. If not, I can furnish you with copies of the agreement.

On full investigation, the so-called Missouri Bill of Lading law was found to have been either repealed or in some manner rendered inoperative in that State, in about 1889.

The enactment of a similar law in the General Assembly of New York also failed of passage at last session. At the present time it is generally conceded that no legislation, other than federal, can give the desired protection on interstate shipments.

The Virginia Car Service and Transportation rules are to a certain extent now in operation. However, those rules applying to interstate traffic will no doubt continue under contest in the U. S. Supreme Court until a decision is reached.

The matter of the Uniform Bill of Lading which is ordered into use by the Railroads on October 1st, 1904, is now under



Pres. C. H. Tingley and Secy. J. W. McCord Smile at the Jesters.

consideration by the Joint Committee from different State and Local Shippers Assos, the National Hay Asso, and the Grain Dealers National Asso. I assure you that the interests of the grain shippers of Ohio will have full representation in this matter. We may have the pleasure of a report from the Chicago conference, held on 28th inst. prior to the adjournment of this meeting.

ARBITRATION.—One case has been heard by the committee, decision rendered and appeal taken to the Asso. This appeal will be heard at this meeting in such manner as the Governing Board may determine.

One case was submitted and the parties being unable to agree on manner of procedure, the same was by consent withdrawn.

One case was brought before the Asso, which is still pending, agreement not having been reached as to time of hearing. This case is now in such shape as would warrant the Governing Board in making final disposition in such manner as they may determine.

Another case, of a member of the State Asso against a member of an affiliated Asso was presented. The defendant refused to arbitrate, and the matter is now in the hands of the Governing Board of the affiliated asso.

One "complaint" case has been presented in an informal manner. The complainant, an affiliated member of the State and National Asso, the defendant, a member of the National Asso.

NATIONAL ASSO.—We hold affiliated membership in the Grain Dealers National Asso, with 292 members in good standing, dues paid up to July 1, 1904.

Your Secretary attended the annual meeting of that Asso held in Milwaukee, last week, and together with several other of our members present represented this Asso. The meeting was one of the most successful in the history of the Asso, and the excellent work of the year accomplished under the direction of its President (from our own proud State of Ohio, H. S. Grimes, of whom we have every reason to regard with pride and honor) surpassed that of any previous year. The Ohio Grain Dealers Asso will be represented during the coming year by Ex-President Grimes on the Board of Directors of the National Asso.

NATIONAL HAY ASSO.—Your Secretary together with Mr. Chas. T. Pierce of Defiance, represented this Asso as delegates at the meeting of The National Hay Asso held at Saint Louis, on the 14th, 15th, and 16th, inst. The hay and grain interests of Ohio, and all other States being largely in common, all means of co-operation are encouraged by the Asso of the two separate interests on the broad lines of Legislation, Transportation and other matters of kindred importance.

OHIO SHIPPERS' ASSO.—This Asso was formed by a large membership from all branches of shipping interests, early in March of this year. Several members of our Asso were active in effecting the organization. The President and Secretary of your Asso have been honored with like positions in that Asso. Mr. E. W. Seeds of Columbus, one of our old time workers has the honor to be chairman of the executive committee. Also, Grant McMorran, our untiring worker from the Miami Valley-Western Ohio Ass'n., was made a member of the executive committee.

There are many other matters of importance which ordinarily fall to the lot of a Secretary's report, but as these will come before you through able officers and committees and through general discussion, I will not weary your patience longer, except to express my sincere thanks for the loyal support and assistance rendered to me in the discharge of the duties of Secretary-Treasurer of this Asso by every officer of the Asso, as well as every member with whom I have met in the discharge of my duties.

I am fully cognizant of the fact that I have not done all that might have been done by one of greater ability for the discharge of the duties of the office, but I have tried honestly and faithfully and without any prejudice or partiality whatever, to do the work in such manner as would best subserve the interests of the Asso. I may have erred in judgement, and no doubt but what I have done so, but it has been of the head and not of the heart. My interest in and best wishes for the

welfare of Ohio Grain Dealers, is greater to-day than at any time in the twenty-four years I have been a member of this Asso, and in my hopeful and optimistic outlook in this the beginning of the last year of the first quarter of a century's existence of the Asso, I can see grand opportunities for social and material advancement as an Asso, and as individual members.

H. W. Robinson: The time has come when we shud depend upon the local assns. for the work or else do away with the affiliated assns. Some sections of the state have never been organized. They need organizing. All locals shud cover small territory, give their time to the detail work and be affiliated with the state assns. We shud have the state better organized and collect more money.

J. B. Miller: I feel that we are receiving something for almost nothing. I am averse to dropping the locals, but we need more money.

C. H. Tingley: We wud be taking a serious step backward were we to abolish the affiliated assns., but we need more money in our treasury. Mr. McCord has been compelled to turn his business over to another. I have been in his office when his desk was covered knee-deep with papers which he was required to peruse for the pittance of \$125 a year. I am ashamed to accept such excellent service so cheaply. I wud be glad to do anything in my power to bring his compensation to at least one-half its value to the trade.

R. Turner: I move a vote of confidence and thanks be tendered our Secy. for his very efficient service. Seconded and carried.

J. B. Miller: I believe one very weak feature of the local assn. work is that they have not a regular time of meeting. The members get dormant and lose interest.

J. S. Dewey: I live in an unorganized territory, but we have been working to get together, and I think with a little help we will be able to organize a local soon.

The Pres. appointed as a Comite on Credentials: H. S. Grimes, J. Biebricker, T. B. Marshall, J. I. Friedley, and E. H. Day.

Comite on Nominations: Ed. Mc-

Cue, A. F. Frese, J. B. Miller, J. S. Dewey, and H. Kress.

Comite on Resolutions: C. H. Tingley, C. P. Bauman, C. H. Adland, A. A. Cunningham, and J. F. Brown.

J. S. Dewey, of the sub-comite of the Governing Board appointed to investigate the cases of Ohio Cereal Co. vs. W. J. Ochs, appealed from the Board of Arbitration, reported:

REPORT OF THE SUB-COMITE.

We, your comite to whom the appeal in the case of Ohio Cereal Co. vs. W. J. Ochs was referred, beg to report that we have carefully examined all the papers and do not approve at all the manner in which Mr. Ochs weighs his grain. Neither does it seem that the Ohio Cereal Co. wts. are absolutely correct, for out of a list of wts. of 47 cars furnished by the Ohio Cereal Co. we find 8 cars weighed by public weighers and that the 8 cars show a shortage of 68 bus. 28 lbs., or an average of 8 bus. 33 lbs. per car.

We wud recommend that this amt. be deducted from the Ohio Cereal Co.'s bill of \$67.16, which wud leave W. J. Ochs indebted to the Ohio Cereal Co. \$54.02.

We wud further recommend that as neither wts. seem absolutely correct, that they divide the cost of arbitration, one-half each.

J. S. DEWEY,
ED. MCCUE,
R. TURNER.

The recommendation of the Comite was sustained.

Adjourned for dinner.

Wednesday Afternoon.

The meeting was called to order at 2:25 p. m., and Chairman Grimes, of the Credential Comite, reported.

Jno. B. Daish, the newly-elected President of the American Shippers Assn., was called for, and gave an account of the inauguration and purposes of the movement to thwart the enforced use of the so-called Uniform Bill of Lading.

One of the provisions, namely, that it shall be written in ink or with an indelible pencil, is to be commended.

The new bill is to be prepared in triplicate, a yelo one to attach to draft, a white one as a memoranda for the local agent, and a salmon colored sheet bearing copy for the shipper's memo.



The N-W. Ohio Millers and Grain Dealers Won the Trophy Cup.

If this pernicious bill of lading is forced upon the shippers of the country, the shippers will not be on an equal footing with the other parties to the contract.

If this bill of lading be signed you really make two contracts; one is a special contract releasing the carrier from all liability for the loss or destruction of the grain. The other is a non-negotiable bill of lading. The shipper who will accept this bill of lading and sign the release will be given a lower rate.

The plan of this organization is to admit to membership only assn's, or boards of trade. If any firm wishes to help the movement, it must join a commercial body and get it into the assn.

We have different ways open to us to obtain relief from the proposed bill, and shall try all of them or win.

You are better prepared to study this question than any college professor, because you have had practical experience in business. The only trouble with you is that you do not make use of the facilities at hand to keep you posted on these transportation problems. You have live trade journals at your command. Take them, read them, keep posted for the benefit of your business. It behooves you to get next to these questions.

The opinion of the Senate Comite is that pooling shud be allowed and I believe that under certain restrictions it shud be legalized.

M. H. Davis, of Shelby, read a paper on Equity Between Millers and Grain Dealers, from which we take the following:

Equity Between Millers and Grain Dealers.

Before touching upon questions of right and justice between these two classes of business men, the millers and the grain dealers, let us glance at their respective importance and spheres of influence; and since this is an Ohio organization we will confine ourselves to the situation as we find it in this state.

I need not go into details as to the grain dealer. This assn. speaks for itself. You know your numbers. You know you are represented in every town and city in every county where grain is grown. You appreciate, perhaps not fully, but doubtless sufficiently, what a blessing you are to humanity in general and to yourselves in particular. You understand your own few shortcomings and you know all the exaggerated faults of your neighbor grain dealers. You suspect you are not entirely perfect, and you know the other fellow is far from it.

With a commendable desire to eliminate unbusinesslike methods and wrong practices, you have organized and possess to-day an assn. so popular that in this state it embraces, I believe, fully ninety per cent of all desirable as members. You are thus in position to go forward along lines of good business practice most beneficial to yourselves and to those with whom you may have dealings, and which will prove of greatest use to the vast agricultural interests back of you without whose support your investments and labors would be of no value. It ought to be a study with you, constantly and thoughtfully, how to conduct your enterprises so that those from whom you buy and those to whom you sell, may share in the enjoyment of the fruits of industry and trade. It is well to remember that there is such a thing as reciprocity in trade; that profits must not always be on one side; that the seller and the buyer must both do well if their relations are to long continue.

So far as your dealings in actual wheat are concerned, you are the connecting link between the producer of the raw material and the manufacturer of the greatest food staple on earth. Your very existence in this line depends upon your faithful discharge of the duties you have assumed. You are held accountable by two industrial forces whose combined wealth and influence exceed that of any two other classes of vested interests.

You know the miller too. But he is such a common man—so modest and different and above all so patient and meek—that you may not know him for what he really is. And so I will proceed to tell you something about him as we find him in Ohio. The flour miller is of so much importance in the country at large, that he owns and controls the greatest industry in the United States engaged in directly converting a raw material into a finished product. In this great enterprise Ohio stands second among all the states, her output annually of flour and feed being exceeded only by the state of Minnesota. The entire industry in the state of Ohio could doubtless dispose of 55,000,000 bushels of wheat per annum, which is about 25,000,000 bushels more than the state has produced annually on the average for the past seven years.

As near as I can ascertain the figures, the grain dealers of Ohio, aside from mills, probably buy annually from Ohio farmers approximately one-half their crop of wheat. Whether you purchases equal or exceed this amount, it must be plain that the equities between the dealer and the miller must be observed in the interests of all concerned. The miller can use all the wheat you buy and must still go out of the state for a quantity equally as great if he operates his plants to even a moderate capacity. But you don't sell him all your wheat, for Ohio sends beyond her borders as raw material for outside mills, from 5,000,000 to 10,000,000 bushels per annum, the product of Ohio farms. Such shipments are hurtful to your best interests because they are hurtful to your best customers. The equities between you and the flour miller require your attention along this line. The subject should have your careful thought. You expect the co-operation of the miller in the disposition of your wheat and without him your market would seek an export basis as fickle and uncertain as it is difficult to maintain. You need certain and regular buyers, and your Ohio miller generally meets this need.

The Ohio miller is entitled to your encouragement and to the best of treatment at your hands. He is entitled to the preference in the purchase of your grain. His co-operation in maintaining equitable markets is invaluable to you. His capacity and numbers are such that he could easily become a disturbing element that would render profits well nigh impossible to the intermediate handler of wheat. As I have said, he is patient. He is willing to live and to let live. But if he is of service in the maintenance of that stability which this organization seeks, single him out as the one on whom your favors should be bestowed, and see that he first of all is given his just share in all the reciprocal relations so necessary to permanency and success.

H. W. Robinson, of Greenspring, read a paper on Results of Organization, from which we take the following:

Results of Organization.

The underlying principles of an assn. are the ethical laws of duties and rights. These form the substrate upon

which every society builds. Without them your labor can avail nothing. Every individual or firm that signs the constitution and by-laws of an assn, thereby necessarily assumes certain obligations and unless there is an effort made to conform to them, great benefits cannot be expected. At this point and in this connection I wish to refer to one of the most discouraging features of local assn. work. It has afforded an opportunity for men, whom from their attitude it would seem honor, truth and justice are unknown, to basely deceive and mislead the shippers, patrons by misrepresenting the objects of our organizations. They do not pursue this course because of injustice or injury from the assn. or its members altho these are generally used for excuses, but because of the chance for temporary personal gain; we might say gain in worldly possessions at the sacrifice of honor and manhood, but the latter would seem almost absurd, for may God forgive them if they ever knew either. I have known these followers of Judas to go so far as to even keep up their interests in the assn. and at the same time proclaim to the community that their competitors were members of a grain trust while they were not. To avoid the bad effect of what such a character as I have mentioned may say, I would recommend and always have advocated that the local grain merchant tell his customers when asked about it the objects as set forth in the constitution of our organizations. Justice is a respecter of sentiment when well founded, but an enemy when underlain with hypocrisy.

Again we are told that organization has been the means of encouraging outside competition. This can only be true where the assn. attempts to monopolize, in which case it is overstepping its mission. We find new elevators and new mills being built and new men entering the business in unorganized territory in equal ratio with the organized locality. This is but the result of prosperity, the tendency of which is overproduction. We must therefore attribute this to its true source and not hold the assn. responsible for it.

Among the principles as set forth in our preambles there is one which aims to inculcate a just and equitable basis of trade, which should not be overlooked. Justice in its full sense extends over a broad field. Even a civil law may be unjust and all such laws must be tested by a standard higher than themselves. Justice has reference to the rights of others and our own obligations to respect these rights. Its maxim is not the one in common use prior to organization, "Do the other fellow or he will do you," but "Do not do unto others, what you do not wish they should do to you."

This principle has been a strong factor in organizations and should be the motto above the door of every member of a grain dealers assn.

Our organizations have robbed the Court dockets of the settlement of these differences, because in the first place it makes less of them, and in the next place we have arbitrating boards composed of competent men who are familiar with the general status and details of the grain trade, and therefore much more able to arrive at just and satisfactory conclu-



Hotel Victory, Put-in-Bay, where Ohio Meeting was held.

sions than the average court, consisting of men who know little or nothing about the business. Settlements in this way prove one of the strong links in assn. work, for it not only saves the parties concerned the heavy expense which necessarily follows in litigation, but because conclusions are arrived at from just and equitable premises instead of points of civil law. Furthermore, it seldom destroys the business friendship. We do not very often find parties who have settled differences in a Court resuming or continuing a business relation, while arbitrating committees make this the major premise thus often healing the wound instead of making it deeper. The court has a tendency to excite anger and hatred, while arbitration tends to soothe and calm the inflamed soul.

Again organization has been the means of revising and formulating rules of trade which places the business upon a safer and clearer basis, thus making the environment pleasant and the possibility of disputes less liable. It has given us a system whereby dealers are better enabled to know their bearings, thus avoiding many disputes and relieving much of the anxiety accompanying trades. It has created a friendly relation between shipper and receiver and in the grain trade in general. The old idea that every competitor must necessarily be your enemy, that commission merchants were robbers, and that the average shipper was a weight crook, have all been buried in the rubbish of false and ignorant conception. Acquaintance and social intercourse has weeded out and destroyed these crude impressions. It has also served the purpose of separating the sheep from the goats to a great extent and the unscrupulous dealer is experiencing a rough and rugged road in this day of organization. It has given us better inspection and a more satisfactory system of weights and has been the means of carrying the grain trade into the best avenues of the commercial world.

Secy. McCord told of the Organization and Work of the Ohio Grain Dealers Mutual Fire Insurance Asso. The asso. was organized in 1901 to insure property of grain dealers, and now has policies aggregating \$640,000 in force. The cost of the insurance to policyholders has been about 25 per cent of the stock co. rates. We accumulate no surplus, but depend upon assessments to pay losses. I must say the grain dealers of Ohio are the best men to pay I have ever had anything to do with. We have not lost a cent; every dealer has paid up. When we get about 100 more houses we will have reached the limit of our growth. Our business is confined to the state.

Vice-Pres. Tingley took the chair and said: I wish to warn the policyholders of the Ohio Mutual that the claim of our stock co. critics, to the effect that your eltrs. have had little to do, hence fires could not be expected, is not entirely groundless. It is your duty to strive to reduce the fire hazards of your plant and thus help to keep down the losses and the cost of insurance on eltr. property.

Chas. England read a paper on Are Ohio's Natural Advantages Being Subordinated to Other Interests? from which we take the following:

Are Ohio's Natural Advantages Being Subordinated to Other Interests.

It is common in these days for one to hear the statement that business men are students of transportation and are solving those problems for themselves, but I am forced to hold a somewhat contrary opinion and believe that in proportion to the world's advancement and the improvement of facilities, that there are relatively fewer engaged in the study of transportation than formerly, and the determination of such matters is left too much to interests which should not dominate, because it is not uncommon for those to act contrary to their personal views because of enforced conditions.

The first movement for internal improvement in Ohio was inaugurated in 1821 and was followed by the construction

of a canal from the Ohio river to Lake Erie through the valleys of the Scioto and Muskingum rivers. It was at that time considered that the future development of this State depended upon its waterways. The completion of the Cumberland pike as far as Wheeling on the Ohio river, in 1825, gave an outlet to the east, but the accessibility of this productive State to the seaboard was soon to be fully availed of by the construction of a steam railroad through the one natural pass to the Atlantic.

It may be interesting to know to what extent the development of Ohio was taken into consideration by the projectors of that enterprise. On February 12th, 1827, a meeting of influential citizens was held in Baltimore, and a committee was appointed to examine the matter of a steam railroad.

The fact that this great work was projected and completed by eastern interests only anticipated what Ohio people would in time have done themselves, because the railroad traversed your natural outlet to the seaboard and this route was yours by nature's decree. The inland penetration of a good harbor, which brings it near to the field of production, makes it essentially inseparable from all the territory tributary thereto. Ohio was early developed by those who preceded you availing themselves of its natural advantages, the being of small consequence to them who commenced the work or continued its progress, and those natural privileges were most enjoyed during the periods of your greatest local prosperity.

About 1871, as the result of bitter railroad wars and the demoralization of business, an agreement was made by the transportation lines to preserve a certain parity of rates to the seaboard. This arrangement was not based upon the equity of location, but was a compromise, and, like all compromises, certain sacrifices were made by the yielding up of important rights by those possessing the greatest advantages. Ohio suffered by this arrangement, and none of the subsequent agreements between the transportation lines have reinstated you in your former advantageous position, and the extent to which your interests have been thereby impaired cannot be fully computed. In 1882, after a repetition of railroad wars, and renewed demoralization to business, involving enormous losses to transportation lines, there came a general demand on the part of commercial, financial and transportation interests that rate wars should cease and that some tribunal should investigate and decide this disputed subject.

As a result an agreement was entered into by the trunk lines to submit their differences to a Commission composed of Auen G. Thurman, of Ohio; E. B. Washburn, of Illinois, and Thos. M. Cooley, of Michigan. These men were not only of undoubted ability but were all residents of the central west, hence could have no interest in building up one seaboard city at the expense of competing ports. The decision of this Commission was an exhaustive statement which considered distance, cost of service, competition, also geographical position, and decided in favor of the so-called differential freight rates, which, so far as Ohio is concerned, is a misnomer, and could more correctly be called Ohio's freight rate disadvantage. You, however, accepted it, but as a matter of fact you had nothing to do with the arrangement which bound you, and while it was claimed in this decision that distance, cost of service and competition had been carefully considered, nevertheless Ohio's nearness to the seaboard and its natural outlets were only recognized by a difference of two and three cents per hundred to your two nearest Atlantic ports, whereas you had previously enjoyed an advantage of five, six, and at times, even eight cents per hundred for the same reasons.

Notwithstanding this disregard of your geographical position, the same interests which had partially deprived you of your rights, were not willing to allow this small advantage to remain undisturbed, and in 1896 another attempt was made to take from you all that remained and place you upon an equality with less favorably located sections. For this purpose an action was brought before the Interstate Commerce Commission to abrogate entirely the differentials established by the Thurman-Washburn-Cooley Commission.

The decision of the Interstate Commerce Commission in this case was rendered in 1898 and fully maintained the decision of

1882 and was considered as a final settlement of the question of differentials, but recently the same selfish interests, smarting under loss of business, ascribable to other causes, have again brought this matter before the Interstate Commerce Commission, hoping to accomplish that which up to this time they have failed in.

While there is every reason to believe that their efforts will again be unsuccessful your business demands that you should not, by remaining silent upon so important a matter, to be misunderstood as being indifferent to the result, and for this reason your position should be clearly defined. Had this active organization been in existence in 1877 or in 1882, it is reasonable to assume that the rights of the business interests of this state would have received more consideration because of the influence you could have exerted.

In the hearing of the action pending before the Interstate Commerce Commission, at one of the hearings recently held in New York City, a representative of a northern trunk line, which had very little to do with the early development of Ohio, stated in his testimony, by way of a special plea, that the proper thing to do would be to make the lowest rate given to any Atlantic port, the rate to all the ports. There was no guarantee with this statement that after the lowest rate had been made the uniform rate, that the uniform rate would not in a short time thereafter be advanced in order that the existing rate might be profitable to the carrier having the longest mileage, and it would be small wisdom to allow any railroad line with the longest mileage and disadvantageously situated, to make the rate for all the other lines.

In 1898, when this same issue was before the Interstate Commerce Commission, it was then proposed that all the rates be advanced to the basis of the New York rate and every sensible person believes that such will be the ultimate result if those who have nothing but selfishness to recommend their efforts should be successful in the present action. I have heard it said that the amount of the rate is immaterial if the rate is uniform, but you must not overlook the fact that the lowest freight rate you have on the products of your soil and factories, means larger net results to the business interests of your state, and in this general prosperity you join.

For the purpose of explaining fully your relation to the seaboard in regard to distance I will give you the shortest workable rail distances from the different sections of your state thereto, and the three principal cities across the northern section of your state shows as follows:

	Balti. Miles.	Phila. Miles.	N. Y. Miles.	Boston. Miles.
Toledo	590	611	785	777
Sandusky	559	580	687	729
Cleveland	483	504	622	664

The average distance of this section to the seaboard cities named is: Baltimore, 544 miles; Philadelphia, 565 miles; New York, 681 miles; Boston, 723 miles.

Taking three cities across the western section of your state, we have as follows:

	Balti. Miles.	Phila. Miles.	N. Y. Miles.	Boston. Miles.
Van Wert	620	641	731	845
Greenville	620	641	731	865
Cincinnati	646	667	757	927

The average distance of this section to the seaboard cities named is: Baltimore, 629 miles; Philadelphia, 650; New York, 740; Boston, 879.

Again, taking three cities across the eastern section of your state, we find as follows:

	Balti. Miles.	Phila. Miles.	N. Y. Miles.	Boston. Miles.
Akron	481	502	592	703
Zanesville	455	476	566	687
Athens	421	442	532	643

The average distance of this section to the seaboard cities named is: Baltimore, 452 miles; Philadelphia, 522; New York, 613; Boston, 810.

I have gone thus fully into this testimony to prove to you that notwithstanding glittering promises or specious pleading, no arrangement can be permanent which seeks to deprive any locality of a just relative rate on its exportable products because some other section desires to have its disadvantages subsidized and this testimony further shows that the northern lines must have compensation according to their mileage even to the extent of nullifying all the advantages you have because of shorter lines to markets hav-

ing terminal facilities, if not superior; certainly equal to those offered by the northern ports.

And it shows further that when the difference in freight rates via the shorter lines was changed from five, six or eight cents per hundred to 1½ and 3 cts., as at present, your geographical position was subordinated to other interests and you cannot fail now to appreciate that vigilance is necessary on your part to maintain the small remnant of advantage now left to you.

You are, and have been for some time, paying New York a subsidy because of its disabilities. Let New York do as all other localities and cities have done, maintain itself on its own resources and not endeavor to deprive others of their rightful advantages. She holds no first lien upon your business, and she has no right to force your trade out of its natural channels, also penalize your business for her own greed.

As previously stated, I believe that when a proper appreciation of your commercial advantages is had it is easy to conclude whether they are fully enjoyed. What I have said here in regard to Ohio's geographical position is but a part of the many advantages which could be mentioned if your time would admit of going into this matter more elaborately, but even this reference to your position seems sufficient to call to the mind of every man these important matters which you are prone to overlook in the daily pursuit of business.

H. S. Grimes presented a resolution declaring in favor of the maintenance of the present differential freight rates to the Atlantic seaboard, which was adopted.

C. H. Tingley told of early experiences in shipping to the seaboard and commended the fight for Baltimore's differential to the support of the members.

J. B. Miller, Pres. of the Middle Ohio Asso., reported on its work, from which we take the following:

J. Scott Rice told of the organization, growth, work and trouble of the N-W Ohio Grain Dealers Asso., and the asso.'s troubles were discussed at length by others.

Adjourned to 9:30 Thursday.

Thursday Morning.

The Thursday morning session was called to order by Pres. Jenkins at 9:40.

C. N. Adlard read the report of the Miami Valley Grain Dealers Asso.

R. Turner reported that the N-W O. Millers & Grn. Dlr. Asso. has been a complete success. It has nearly 50 members, which includes all the dealers and millers of our section. We now hold monthly meetings and have better attendance than when we met every two weeks.

The trophy which we are to take home is an emblem of strength and success. [Laughter and applause.]

A paper on the Troubles of a Local Asso., by M. W. Miller, Secy. of the Miami Valley Asso., was read by C. N. Adlard.

T. B. Marshall moved the adoption of a resolution of respect for Mrs. Jefferson Davis, who was at the hotel, and the appointment of a comite to present them.

Mrs. V. Jefferson Davis,

Madam:—We, the Grain Merchants of Ohio, wish to express to you our good wishes and kindest regards, and pray that health and strength, and many years may be your portion in this land and among this people, who delight in giving you honor.

T. B. Marshall, R. Turner and H. S. Grimes were appointed.

The Unorganized, Unredeemed and Unaffiliated Territory was discussed by J. S. Dewey, C. H. Tingley, C. P. Bauman, J. W. McCord, W. D. Rapp and H. S. Grimes.

C. H. Tingley, Chairman of the Comite

on Resolutions, reported the following resolutions, which were adopted:

Resolutions.

Whereas, a kind Providence has spared, during the past year, all the members of this Association, death, so far as is known, not having invaded our ranks, be it therefore

RESOLVED, that we are truly grateful to the All Wise One for this kindness to us as an organization.

Be it further resolved that as soon as practicable we take such necessary and proper steps to increase the revenues of this organization as will enable it properly and adequately to meet all its just financial obligations.

Resolutions endorsing the aims and objects of the Ohio Grn. Dlr. Asso., approving of the noble work done by the Ohio Shippers Asso., pledging loyalty to the Ohio Grn. Dlr. Mut. Fire Asso., and endorsing the Grn. Dlr. Natl. Asso. also, were adopted.

H. S. Grimes: I move that the dues of individual members be increased to \$5 and of the affiliated members to \$3 per year. Seconded and carried.

H. W. Robinson: I move that the Ohio Grain Dealers Asso. affiliate with the Ohio Shippers Asso. Seconded and carried.

Ed. McCue, Chairman of the Comite on Nominations, reported for Pres., C. H. Tingley, of Columbus; Vice-Pres., Grant McMorran, St. Paris; Secy.-Treas., J. W. McCord, Columbus.

Governing Board: J. S. Dewey, H. S. Grimes and H. Kress.

Representing affiliated asso's: J. B. Miller, H. W. Robinson, Ed. McCue.

The report was adopted and the Secy. was instructed to cast the ballot of the asso. for the nominees.

Mr. Tingley thanked the members for the honor conferred, promised to do the best he cud, and paid a tribute to the retiring President.

Mr. McCord thanked the members for the honor conferred.

Mr. Jenkins presented the trophy cup to the N-W Ohio Millers & Grn. Dlr. Asso.

H. W. Robinson responded for the N-W Asso. and promised to see that his asso. wud keep it.

Fred Mayer congratulated the winning asso. and presented Mr. Robinson with a bouquet of flowers and best wishes.

The Cup Trophy.

The silver cup trophy with its ebony standard is 9½ inches high.

On the front side is the representation of 3 ears of corn and the following inscription:

"June 1st, 1904.

This Trophy is the property of the OHIO GRAIN DEALERS' ASSOCIATION for award temporarily at stated intervals to the successful affiliated association competing in events hereafter designated by the Association."

On the reverse side a sheaf of wheat and a sickle is artistically engraved.

Convention Notes.

The slot machines beat the players to a finish.

A good place to hold the dealers together.

The Trophy cup merited more earnest competition.

It rained each evening, much to the cost of the Casino.

One lone machinery salesman in attendance, A. S. Garman, rep. Huntley Mfg. Co.

G. D. Woodman represented Rosenbaum Bros. and distributed their souvenir badges.

Now for an invasion of the unorganized territory before the new crop moves. Small locals are needed.

Fred Mayer met the first boat load of dealers with waving flags, fire crackers and a colored orchestra.

Each of the ladies in attendance received a box of bonbons with the compliments of J. F. Zahm & Co.

C. O. Peters and wife were the only bride and groom the first day, but E. M. Dull brot his bride for the second day.

Railroad men in attendance were E. L. Abbott, Geo. T. Chamberlain, H. E. Du Bois, Huntington Fitch, W. H. Sparks and T. S. Trainer.

Harry Grimes was captured by the June flies before the ladies had half a chance.

Long after midnight of the first day the bride and groom were serenaded, and then the serenaders presented an address of good wishes.

The ladies in attendance were Madames Allinger, Clark, Dull, Grimes, Harpster, Heyman, Lederer, McCord, McCue, Marshall, Murbach, Peters, Taylor, B. F. Turner, R. Turner and Vercoe; and Misses Baker, Boehm, McAlister.

Receivers in attendance were Harry Cuddeback, rep. John Wickenhiser & Co.; Chas. England, of Chas. England & Co.; J. A. Albert Geidel, of Geidel & Co.; Philip Geidel, Jr., of Geidel & Dickson; C. Knox, of Reynolds Bros.; A. Kuhl, rep. G. A. Hax & Co.; L. J. Lederer, R. S. Martin, of Herb Bros. & Martin; Fred Mayer, of J. F. Zahm & Co.

John B. Daish, Pres. of the American Shippers Asso., brot Fido with him and succeeded in getting away on the 2 a. m. boat.

Among the dealers in attendance were F. Abel, Cleveland; C. N. Adlard, Piqua; G. E. Allinger, Jackson Center; E. W. Armstrong, Monroeville; M. J. Baker, Monroeville; J. P. Barnhouse, Morrall; C. P. Bauman, Canal Winchester; J. Biebricker, Bellevue; M. R. Brooks, Deshler; J. F. Brown, Verona; J. Buckingham, Monroeville; J. W. Channel, Melvin; M. C. Cox, Freemont; S. B. Craig, Blanchester; A. A. Cunningham, Tiffin; M. H. Davis, Shelby; E. H. Day, Caledonia; H. G. Dehring, Curtice; A. Denman, Wake-man; J. S. Dewey, Blanchester; E. M. Dull, Celina; A. F. Frese, Graytown; J. I. Friedley, Attica; H. S. Grimes, Portsmouth; F. J. Harpster, Elyria; F. C. Hornung, Gibsonburg; C. B. Jenkins, Marion; F. A. Jenkins, Norwalk; H. Kress, Middletown; F. C. Kulp, Gibsonburg; H. Little, Xenia; J. P. and Don McAlister and J. W. McCord, Columbus; Ed. McCue, Arcanum; T. B. Marshall, J. B. Miller, Richwood; J. E. Murbach, Elyria; H. S. Nelson, Mansfield; H. Pfafenbach, Elmore; W. D. Rapp, Sabina; H. W. Robinson, Greenspring; J. S. Rice, Deshler; L. J. Smith, Bellevue; W. S. Snyder, Carey; S. L. Snyder, Holgate; F. H. and W. P. Tanner, Mansfield; C. H. Tingley, Columbus; B. F. Turner, Milan; R. Turner, Avery; V. L. Twining, Oberlin; R. H. and R. F. Watson, Old Fort, and P. D. Werts, Verona.

An ear of corn, ten rows of which are white and ten rows red, exactly divided lengthwise of the cob, is a cereal freak in the Missouri exhibit in the palace of agriculture at the World's Fair.

Comparative tests of wheat growing by the Dominion Dept. of Agriculture show that 40 of the 58 varieties tested gave better results at Nappan, Nova Scotia, than at Brandon, Man.

Annual Meeting Michigan Ass'n

The first annual meeting of the Michigan Grain Dealers Assn., was held in Assembly Hall, Lansing, July 7-8.

When Pres. T. W. Swift called the meeting to order there were about 40 in attendance. The Rev. H. B. Bard was introduced and delivered the invocation.

A very cordial welcome to the city was extended by Arthur Seymour Persons.

The Pres. read his annual address, from which we take the following:

PRESIDENT'S ADDRESS.

We are assembled today for the purpose of holding the first annual meeting of the Michigan Grain Dealers Assn. At the present time we have the distinction of being the youngest Grain Dealers Assn. in the Union, having been organized about one year. On June 26th, 1908, a meeting of the Michigan Grain Dealers was called at Battle Creek for the purpose of organizing. At that meeting there were about forty in attendance and twenty of those present joined the Assn. and elected officers. Six directors, the different parts of the state being given representation, were elected, and since that time three directors' meetings have been held.

I have taken great pleasure in performing the duties of President, and I assure you that I appreciate the honor of presiding over a body of men of this character. I did not accept the office voluntarily and felt that the Assn. could have made a much better choice, for the reason that my time is so much taken up with other matters and I did not feel that I was in a position to give the office the attention that it should have.

At the time of our first meeting we had no one available for the office of Secretary and did not know whether our revenues from membership dues would be sufficiently large to support a salaried office. The matter of engaging a Secretary was, therefore, postponed until several weeks after our first meeting. On July 25th, of last year, a meeting of the Directors was called, which meeting Mr. M. G. Ewer, our present Secretary, attended. He made a very liberal proposition to take the office of Secretary and Treasurer and give up at least half of his time to the work with no compensation whatever except actual expenses until January 1st, 1904. The services of Mr. Ewer were secured upon this basis.

Soon after January 1st last, at a second meeting of the Board of Directors, we arranged the matter of salary with Mr. Ewer. Part of this salary, under the arrangement, was to be derived from the net profits of the Monthly Bulletin, which was an original idea with our Secretary.

Inasmuch as a larger membership is what we desire at present to make our Assn. strong and effective, I hope you will pardon me for dwelling at some length on this subject. We have now on our membership list seventy-five grain dealers. Twenty-five of this number have been obtained since May 1st through the personal solicitation of our secretary. He has made a very vigorous campaign and has met and is now meeting with excellent results. It is proposed to carry this work on in the same manner in the future. We have something like four hundred regular dealers in the southern peninsula of Michigan and at least half of this number should be members of our Assn. before the expiration of another year. There is no reason why every grain dealer in Michigan should not realize the benefits to be derived from the Assn. work and come in with us. It only requires a very little investigation of the work that has been done by other State Assn.'s to demonstrate the many advantages of organization.

I wish to call the attention of those present, who may not have had the pleasure of attending the National Grain Dealers Assn., held at Milwaukee on June 23d and 24th last, to the rapid progress of that Assn. I attended the meetings of the National Assn. during the first two years of its existence when it was struggling to keep alive. It looked for a while as though the Assn. would not live, but there is a great contrast now. The mem-

bership, including the affiliated members of the various State Assn.'s, is something like 3,401, and this membership includes the strongest grain concerns in the United States. They are at present treating and dealing with matters and handling them successfully that could not be handled in any other way except through a strong organization.

Every dealer in this audience must realize that it is only through the strength and co-operation of the majority that effective work can be done. After the membership of the Assn. shall reach a certain point it will be smooth sailing, as all dealers will more clearly realize the importance of Assn. work and what it will do for the individual dealer. This Assn. is now in a position, and ready to take up and endeavor to adjust any differences that may arise among its members.

I. Grant: I move that the Pres. appoint the several comites of three each.

Seconded and carried and the following comites were appointed by the Pres.:

Resolutions: I. Grant, F. C. Baluss, W. E. Shelden.

Nominations: L. F. Peabody, E. I. Isbell, C. E. Patterson.

Auditing Committee: A. E. Lawrence, W. E. Shelden, D. Donaldson.

Membership: F. A. Voigt, J. A. Heath, H. L. Goemann.

Constitution and By-laws: F. A. Voigt, M. H. Vaughn, F. T. Caughey.

Isaac Grant read a paper on the fulfillment of contracts.

J. A. Heath read the following paper on Reciprocal Demurrage:

The Pres. introduced Secy. Stibbens who spoke as follows:

BENEFITS DERIVED FROM ASSO. WORK.

I have been requested to talk to you about the benefits derived from asso. work, but I confess I do not feel very much like talking today.

It was my good fortune to call the first meeting of grain dealers held in Michigan, out of which grew this asso. The subject assigned to me is so broad that volumes could be written in regard to it. If you will look around at the different states that have had progressive organizations for the past 6 or 8 years, it should be an incentive for the grain dealers of this state to come into to have any legislation enacted in behalf of the grain dealers, or if you have any laws detrimental to the business of grain dealers of this state, it certainly behooves you people to take an active interest in politics. If you are interested in having certain legislation passed in this state it is necessary for you to have started a campaign of education and go to your senators and representatives and ask them how they stand on certain questions. If they are against you you should make it your business to see that such men are not nominated to positions to which they aspire.

It may seem to some of you that the Michigan Assn. has not accomplished much. You go to a certain station where there are two dealers engaged in the business and one of them will tell you that he would join the asso., if his competitor would and unless he does the asso. would not be of any benefit to him. In that he is mistaken. If you join the asso., your competitor will soon follow your footsteps. The very fact of you people getting together and becoming acquainted is worth more to you than all the money this asso. will ever cost you.

There are in Michigan about 425 dealers and there is no reason why 250 or 300 of these dealers should not be members of this organization, and I predict that inside of the next year this asso. will have at least 200 members, as a result of the active work your secy. is now doing. The trouble with the average grain dealer before he becomes a member of the asso., is that for every dollar he gives in he expects to get \$10 worth of good.

Prof. Clinton D. Smith of the U. S. Experiment station invited the dealers to visit the institution and see what was being done there.

A vote of thanks was extended to Prof. Smith, and it was decided to include in the trolley ride given by the Lansing Business Men's Assn., in the evening a visit to the experiment station and agricultural college.

Secy. M. G. Ewer having prepared no report read a statement of the financial condition of the assn., which showed the following: Total receipts \$2160.75; Disbursements \$2092; Balance \$68.75.

The Pres.: The next on the program is a paper by H. L. Goemann on Destination Weights and Grades.

Mr. Goemann read a paper from which we take the following:

This is a subject in which I have been very much interested for a good many years past, during which period my experience has been with all kinds of grades and weights on shipments from country points, as well as the leading western markets, to various consuming and seaboard markets. It is difficult to state which of these two subjects is the more important to the country shipper, but from my experience the complaints from country shippers seem to be about alike on both inspection and weighing.

Separating the subjects, and taking up the matter of inspection first: There is, no doubt, a great deal of complaint from country shippers in the matter of inspection at terminal markets. While possibly there may be at times some grounds for complaint as to the grading in terminal markets, I usually find that in markets where the inspection is done under the supervision of the State the complaints are more numerous than at terminal points where the inspection is done by the Boards of Trade or Chambers of Commerce. As an illustration, the inspection at Chicago is under the supervision of the State of Illinois and the complaints have been numerous there of the irregularity of the grading of both in and out grain, and I feel sure that, were the inspection at Chicago done under the supervision of the Board of Trade, it would be more uniform and more satisfactory to the trade at large.

While on this subject of State Inspection, I wish to make a few remarks regarding the effort which I understand is being made in Michigan to have State Inspection in this state. I think this a very unwise move. In the first place, there is no point in your state large enough, outside of Detroit, to justify the employment of capable inspectors, and when you have a State Inspector at country stations where the business is light, as it is at the various points in your state, it would be impossible to get a capable man to come there and devote his time to the grading of grain exclusively, and then you know what it usually means when a position is filled politically, and, taking the experience that Chicago has had in the matter of State Inspection, I would certainly advise against having State Inspection in Michigan. Furthermore, you would find it difficult to sell to the consumer or dealer East on Michigan State Inspection, as all eastern markets would insist upon buying grain on terminal grade.

The Chief Grain Inspectors of the various markets have formed a Chief Grain Inspectors' Assn., of which John G. Foering, ex-chief inspector of Philadelphia, is president. The object of the Chief Grain Inspectors' Assn. is to get a uniformity in the phraseology as well as the grading of grain in all markets and, as a result of this asso., the above convention was held in New York, as stated. Mr. Foering has done a great deal of hard work in the matter of uniform inspection and deserves much credit for bringing it to its present status, and it is with his permission that I quote the report of the New York Convention.

I further understand that the rules, as adopted by the New York Produce Exchange, are almost identical with the rules as formulated by the Chief Grain Inspectors' National Assn.

In the states where State Inspection is in existence it is impossible to conform to the grades as recommended by the Na-

tional Inspectors' Asso., or as adopted by the New York Produce Exchange and which, no doubt, will be adopted by the other sea-board exchanges, and from this you will see that unless your state would adopt these same rules they would conflict with your markets to which you sell, and you would be at a great disadvantage in the selling of your grain, and I think you would find that, while you might have State Inspection in Michigan, you would still be compelled, owing to these conditions in grade, to sell your grain on terminal inspection.

You will also find that a good many transfer elevators have been built in the past few years at junction points east of here, and through which a great deal of grain is passing. Some of these points have their inspection department under the local chamber of commerce or do the grading under their own supervision, and I want to say that these points will give you as honest an inspection, if not better, than the majority of large markets, for the reason that it is a business proposition to these transfer elevators to see that the shipper is protected on the grade and, therefore, the inspector is compelled to give the benefit of the doubt to the shipper at all times. If the inspectors were lax and irresponsible, it would be only a short time until those points would get into disrepute with the grain shippers in general and would, therefore, be unable to continue in business. So you can see from a business standpoint the grade at these points must be kept fair and just, and this also applies to the weighing of grain.

Furthermore, let me add that if a little more care is taken by the shipper of grain to have his grain properly cleaned and in good condition, then a great many of these complaints that the shipper has against terminal markets will not exist, but through carelessness of shipper in loading grain of irregular quality the inspectors at the terminal market are compelled to reduce the grade of the entire car to that of the lowest grade in the car. With proper care and diligence on the part of the shipper to have his cars run uniform in quality and grain cleaned properly, you will find much more satisfactory grading.

Taking up the subject of weights, I presume that it will never be possible to satisfy the shipper at large. Each shipper is positive that he is correct in his weights and no matter how carefully weighed at destination if there is a difference in weights it is always charged up against the receiving point.

I find that if the shipper has good facilities for weighing his grain, exercises care in loading only sound cars and seeing that they are properly coopered, the grain doors of sufficient strength to carry the load safely, and if he is willing to grant that the difference in scales between point of shipment and destination will vary a little, which, in my experience, is from 100 to 150 lbs. per car, there will be little complaint as to weights, but I find that the average shipper lacks proper facilities for the loading and shipping of grain and, furthermore, is careless as to the condition of the car and the grain doors. In fact, the records at Chicago and other terminal markets show that of the bad order cars reported over 50 per cent. were leaking at grain doors.

Where shipments are made to terminal points where the grain is weighed in hopper scales and the entire car weighed in one or two drafts with an automatic check, it is almost impossible to make an error, while, on the other hand, if the grain is shipped to some country station, sacked up and then hauled out by teams of various sizes, it is a very easy matter to make mistakes, and we think that more trouble exists on shipments that are made from point of origin where weighed up in small drafts and then sent to a point where they are unloaded in small drafts also.

I should think that a shipper who has no facilities for properly weighing his cars in a few drafts should aim to sell his grain only to such points as he knows have weighing facilities of the very best. The different exchanges in the terminal markets now supervise and employ competent weighmen for the weighing of grain, and also have frequent tests made of the scales in the houses and, therefore, in every way take precautions to insure the accurate weighing of grain, and I think I can also confidently state that the returns are made on the basis of the actual weights as in the car and no ex-

cessive allowance taken for a possible shrinkage of the grain while in the house. In conclusion, let me urge every one here to improve your weighing facilities so that when you load out a car you can weigh it in a few drafts, and also to see that the car in which you ship the grain is in perfect condition and that your grain doors are such as will carry the grain safely to destination, and I think you will find that complaints of shortages will be few and far between.

A. E. Lawrence cited a case where he had filed a claim with the railroad company for shortage in transit and the claim had been promptly paid. If instead of placing the blame on conditions in terminal markets shippers would file claims with railroad companies for grain lost from bad order cars, the claims would be paid and the result would be that the railroad companies would soon furnish better cars.

The Pres.: There was a comite appointed on membership and while this comite will do all they can at this meeting to secure new members, I hope each member will try to get one new member during the coming year.

Upon motion of M. H. Vaughn the meeting adjourned to 9 o'clock Friday morning.

THE TROLLEY RIDE.

Immediately upon adjournment Thursday afternoon, the dealers boarded a special car which took them beyond the limits of the city, thru green woods to the beautiful grounds of the state agricultural college. Here Prof. Smith was waiting to receive them and acted as escort. A short promenade over the college campus brought the dealers to the dairy, outside of which was an exhibit of two different qualities of wheat raised from the same variety of seed in the same soil, the seed which had been carefully selected and cultured showing a vast improvement in three years over the other seed. Some fine specimens of ear corn, raised from carefully selected seed, were also exhibited.

FRIDAY MORNING.

Pres. Swift called the meeting to order and introduced H. E. Hooker, Secy., Michigan Millers Assn., who spoke on the Benefits of Organization:

BENEFITS OF ORGANIZATION.

It seems to me that one of the great benefits any organization receives is the fact that it is an organization. We all realize that in ancient times men were not organized. There was no government and rule by force was the only recognized authority. As men organized things were accomplished. It is the same way with the millers and with your asso. As soon as you get together and work with one another, it is then that progress is made. Hitch forty horses to a wagon and you will notice with what ease they draw it. It is the same way with men. If they are banded together they can accomplish a good deal more than individuals.

It is the policy of the Michigan Asso. to aid in any legislation that may be to their benefit. As you know, our legislature meets once in two years. It is the policy of the Michigan Asso. to have a man on the ground and see that no vicious legislation detrimental to their interests is put thru.

On being introduced by the Pres., Mr. Caughey of Detroit spoke as follows:

This subject of Selling Grain on its Merits is a very broad one. We cannot sell grain on its merits without knowing the merits of the grain. In order to know the merits of the grain one must know something about it, whether it contains smut, is musty, hot or sour; whether or not it has been in a grain hospital, washed and scoured, sulphured and doctored up to fool somebody. I think it was

Lincoln who said: "You can fool all the people some of the time and you can fool some of the people all of the time, but you cannot fool all the people all of the time."

In my estimation the way to make money in the grain business is to fill your house up with choice grain that will grade contract anywhere and sell a future against your cash holdings. As the market declines buy in your margins. Stand fast. When it advances again keep up that process as often as the market permits. That is what I call legitimate speculation and I believe the method adopted by nearly all the elevators in the country. Of course you must have a contract grade to deliver in case of a corner or if you can't buy in your hedge at a profit.

One of the most encouraging signs of the times is such meetings as these, where dealers get together and exchange ideas. That is the way the creator intended it should be. There is business enuf and profit enuf for us all if we do business properly. I mean sell grain on its merits. Take honest weights. Live up to your contract to the letter.

It is illegitimate competition that kills. The fellow that thinks the way to get money is to give short weights, repudiate bad contracts, ship something not quite up to standard is wrong. You can't make any money by such methods.

L. Fred Peabody read a paper on State Weighing and Inspection from which we take the following:

STATE WEIGHING AND INSPECTION.

Is it practical? And if so, is it desirable?

Now as to whether or not it is practical to buy and sell grain, beans, hay and seeds on a basis of Michigan Official Weights and Inspection, is a question which has been agitated and discussed by shippers generally to a considerable extent the past few years.

There is no question in my mind but that the idea is not only practical, but one that would save shippers and growers alike hundreds of dollars every year. For instance, would you not feel free to pay the farmer more money for his products, with the assurance that you could sell and ship the same to eastern or southern markets on basis of Michigan Weights and Inspection, than you would pay him under present existing conditions? Most certainly you would.

Suppose we consider for a moment the question of rye, beans and hay shipments. Products which are practically all sent to points outside of the state. You as individual shipper, buy and grade your grain for choice, Number one, or Number two, as the case may be, and sell accordingly. In many instances the shipments are consigned to a point where you are unable to secure public weights and inspection. We will suppose that on arrival at destination, consignee claims inferior quality and not up to grade. What are you to do?

You have no positive proof as to your weights or inspection, and in consequence are placed in a position where you must either settle with the original consignee at a liberal discount of from three to ten cents per bushel; with the alternative of an additional expense of having your drafts returned, and reshipping at local freight rates to other markets, and in either event at a loss.

On the other hand, why not close this part of the transaction before the goods leave your own jurisdiction, by selling and shipping under the protection of the seal of the State of Michigan, and attach to your drafts certificates accordingly?

The question might arise that there is not a sufficient quantity of wheat, corn and oats produced in the State of Michigan, as compared with some of our western states, to warrant the establishing and support of a Weighing and Inspection Bureau. But, in this connection, allow me to suggest that you must not lose sight of the fact that Michigan stands at the head of the list so far as hay and beans are concerned, and that she has the largest diversified agricultural interests of any state in the Union. It seems to me that

the shippers and dealers of this State are entitled to the backing and protection of Official Weights and Inspection.

The statement has been ventured, that the shippers of Michigan could not sell their grain on Michigan Weights and Inspection. That the receivers would not buy it. Gentlemen, is it possible that the products of our State, if offered for sale under the seal of the State of Michigan, must lay and rot in our bins for the want of a purchaser? I say nay, nay, Never.

A move along this line was started in Michigan last year. A committee was appointed by the Michigan Millers Assn. with instructions to draft a bill for State Inspection, Weighing and to regulate warehouses.

The committee who had charge of the drafting of this bill certainly gave the matter very careful study, putting themselves in communication with the various Chief Inspectors, of the different states, and in framing this bill, they left out some objectionable points, and included several new features, so as to make this bill applicable to our state.

Referring to the complaints regarding the appointment of inspectors for political reasons, regardless of the fitness of the candidate. This matter seems to have been given due consideration and politics have been divorced from the bill as far as possible. Section Two of the bill provides that "The said Commissioners shall be appointed by the governor of the State." That sounds well, but listen, "and shall consist of five members, who shall serve as such for a period of two years from and after appointment, and without compensation. But they shall receive remuneration for mileage and actual expenses made necessary in the proper performance of their duties. Said commissioners shall be recommended by the Officers of the following organizations: One member from the Michigan Millers Assn., one member from the Detroit Board of Trade, one member from the Grand Rapids Board of Trade, one member from the Michigan Hay Dealers Assn., one member from the Michigan Bean Jobbers Assn., etc." The Committee have suggested, that when the matter is brought up for hearing again, that the Michigan Grain Dealers Assn. supply one candidate instead of the Grand Rapids Board of Trade.

And, I would further suggest that this Assn. appoint a committee to confer with the other State Assns regarding this bill, and be ready to act when it is again presented for hearing.

Fred Mayer and H. L. Goemann called attention to the unsatisfactory results obtained by shippers from Chicago inspection, which is political, and contrasted it to the conditions existing in Toledo where the inspection is under the supervision of the Produce Exchange.

Secy. Ewer, in response to the subject, Why a Membership in our Assn., is a good Investment, called attention to the postal cards which he had sent out reading, "Will you join the assn., if the benefits derived exceed the cost of membership." To these he had received, out of a total of 935 cards sent out, 75 favorable inquiries. Continuing he called attention to the Virginia demurrage law recently passed and recited some of the advantages of the bill, which has been published previously in this journal, and said:

There were other things that came to my mind. I would like to have any one get up and ask questions and I will do my best to answer them. Not being a lawyer or a politician I can't talk and express myself and these facts leave my mind as I get up before an audience. I would like to have these subjects discussed by every man in the house who is interested in assn. work. I believe what Virginia has done Michigan can do. But it is impossible for an individual to undertake to right these wrongs, especially with the transportation companies. I believe that

as an assn., we can take these matters up and get better results than as individuals.

G. F. Dimond, Pres. Mich. Hay Dealers Assn.: I would like to invite, as pres. of the hay assn., your assn., to appoint a comite to confer with a similar comite from the hay assn., to get a law passed similar to the Virginia law. On the 4th and 5th of next month we shall hold our meeting in this beautiful city of Lansing and we invite you all to be with us.

The Pres.: Don't you think it would be well to have the millers as well as the hay dealers and grain dealers take this matter up?

Mr. Caughey: I move that we instruct the secy., to confer with these different assns., toward getting a more satisfactory condition of affairs in the matter of demurrage. The motion was seconded and carried.

Chairman Grant of the Comite on Resolutions reported as follows:

RESOLUTIONS.

Whereas, Almighty God has deemed it fit and proper to remove from our midst our esteemed neighbor, brother and member F. R. Rockafellow, of Carson City; and,

Whereas, We shall no more hear his familiar footfall in our council chambers, nor hear his voice in our council meetings, having joined the ranks of departed mankind, never more to return; therefore, be it

Resolved, That we invoke the blessing of the Supreme Ruler of the Universe upon him and his stricken family and near friends, and, be it further,

Resolved, That these resolutions be published in our next bulletin and a copy mailed to his family.

Upon motion the resolution was adopted.

Mr. Peabody for the comite on Nominations brought in a report for the election of all the old officers and governing board for the ensuing year.

Chairman Vaughn reported as follows for the Comite on Constitution and by-laws:

REPORT OF COMITE ON CONSTITUTION AND BY-LAWS.

To the officers and members of the Michigan Grain Dealers Assn.: Your Comite on By-laws beg leave to report that after careful investigation we would recommend that Section 2 of Article 4 be changed so as to read as follows:

Dues shall be \$1 per month for his or their station. In cases where members operate more than one station the dues shall be 50 cts., for the 2nd, 3rd, 4th and 5th stations, 25 cts., for all stations above 5, and these dues shall be paid semi-annually in advance; \$1 of the dues shall be paid to the treasurer of the Grain Dealers National Assn., for annual dues of said affiliated members in that asso.

Further, your comite would recommend that the following words be added to Section 4 of Article 4 of the By-laws: "And may be suspended by a majority vote of the directors at any meeting, six months after the dues are payable.

F. A. Voigt of Grand Rapids read a paper on the Relation of the Miller to the Grain Dealer from which we take the following:

THE GRAIN DEALER AND THE MILLER.

The relation of the grain dealer to the miller is almost an inexhaustible subject and I am afraid I cannot do it justice. The one business is dependent on the other and they should work in harmony in order to bring about the best results; dealer and miller should have the utmost confidence in one another.

I firmly believe every miller and grain dealer in the State of Michigan should belong to this Assn., as there are many questions of importance that can be taken up. We would also become better acquainted and would thereby be benefited in more ways than one. These benefits can only be brought about by organization and united effort, as in these days organized forces have proved to be a suc-

cess; the disorganized have no footing at all in the various branches of business.

Undoubtedly there are times when the dealer thinks the miller is a hard proposition, especially when he has a car of wheat to sell and he offers it, the same as the last car-milling wheat. This term "milling wheat" is like India rubber, it is very elastic. Any kind of wheat will sell. Why not sell the wheat as No. 2 and No. 3? Buy the wheat right and sell it to the miller right. Buy it at a price that will enable him to sell the miller at a profit, and so that the miller would also be able to make a profit. Don't think there is going to be a famine right away as there is wheat harvested in some part of the world every month, and in our own country every year.

With all due regard to the asso., I cannot help but reflect that a few years ago there seemed to be more harmony, at least in our part of the state, between the miller and the dealer, than there is at the present time.

There is another reason why the grain dealer and miller should have friendly relations. Any miller that wants to manufacture a high-grade flour is looking for good wheat, and he wants the quality to be sound and sweet.

The grain dealer needs the miller and the miller needs the grain dealer, and I see no reason why we cannot work in harmony and hold the pleasant feelings toward one another that should exist among fellow men. Let us work together and not try to have all the turkey on one side. The miller is the best friend of the dealer.

Adjourned to 2 o'clock.

FRIDAY AFTERNOON SESSION.

Pres. Swift: Our program this afternoon is very short. The first thing on the program is a paper by Mr. Carson of Detroit.

Mr. Carson read a paper on Detroit Weights and Inspection from which we take the following:

DETROIT WEIGHTS AND INSPECTION.

The topic assigned me is one that has been threshed over so much that there is little to be said that will tend to disabuse prejudiced minds of that feeling of animosity, which seems to exist against the Detroit system of weights and inspection. I have been talking on this subject for the past twenty-five years and have tried to explain to many how much better and pleasant it would be for commission men and grain receivers to have every car of grain hold out to the weight of the shipper and every car of grain be fully up to their idea of inspection, but one would believe the millennium at hand if such impossible results were attained, and so long as human nature is fallible and so long as the sense of sight and smell is at variance among people, so long will fault be found, no matter how carefully the consignee may guard the interests of the consignor.

I have frequently sent back samples of wheat and oats to the shipper that smelled so strong of must or smut that it was not necessary to open the inspector's sample bag to detect the smell, still these parties would write back giving us fits and claiming that there was no smell, and accusing the inspector of swindling them. So what's the use trying to convince a man whose sense of smell is so impaired by catarrh or tobacco smoke that his nasal organ is rendered useless for the purpose for which it was created? I have made it a rule for years not to smoke during morning hours for the reason that I want to keep the taint of tobacco smoke out of my nostrils, while passing on samples of grain.

The system of weighing in the Detroit elevators is so closely guarded by improved scales that errors in weights can only occur by downright premeditation. This diagram of the bar and poise will explain more clearly than by words the system of scales used and is a double check on the weights. It is a recognized point of law that there must be a motive to influence a person to commit a wrong deed.

Now, I wish to ask you, as sensible business men, what possible motive a hired man in an elevator can have to deliberate-

ly give wrong weights? He has nothing to gain by it, none of the spoils find their way to his pocket, and if he could be influenced to give wrong weights for the benefit of his employer he would be in a position to dictate his own terms of salary, and tenure of employment, in consideration of keeping mum, or, in other words, he would constantly hold a club over his employer.

Now, does it look reasonable that any elevator man would be foolish enough to tie such a halter about his neck and subject himself to danger of exposure or blackmail?

No sensible man among us will believe so for a moment. So far as inspection is concerned, there seems to be a feeling among a certain class of shippers that members of the Detroit Board of Trade are in business for the sole purpose of doing them up on the inspection of grain, and some are so narrow in their ideas that perhaps nothing that I can say will tend to remove their prejudice, but there are as broad-minded and fair men among the grain shippers as can be found in any other class of business men, and to this class I wish to say that every grain man in Detroit would be only too glad to have every car of grain and every bag of beans pass inspection to suit the shipper. But as I said before, so long as diversity exists in the sense of sight and smell among men, nothing can be done to satisfy some that they have not been wronged by Detroit inspectors. These inspectors, who have devoted years to the grading of grain, are placed under bonds of \$2,000 each for the faithful performance of their duty; they do not know, and have no means of knowing, to whom grain is consigned until after they have inspected it and have filed their report with the Secretary of the Board, so that they cannot have any prejudice for or against any particular member, firm, or shipper. The grain is drawn five or six times from different parts of the car and is placed in a pile and thoroughly mixed and examined by the inspector for smell, weight, color and plumpness, and if found with all the requirements, prescribed by the Board of Trade rules, the inspector marks the sample bag, "No. 2 Red," "No. 1 White," or whatever grade the inspection will bear.

These samples are brought to Secretary's office by messengers hired by members of the Board and each member selects his samples and examines carefully any that may be cut, and if it is thought the inspector has made a mistake in his judgment, the samples are brought before the inspection committee, consisting of five competent grain men, who examine the grain carefully as to its requirements of weight, color and smell and their decision is final in the matter. The Secretary of the Board is required to furnish the consignee, if desired, a certificate showing the grading of any grain that does not pass inspection, and the reasons therefor.

Will the State of Michigan or this Asso., by making a change from the present system of inspection, assume the acts of inspector who may not be competent, or will the Eastern miller or exporter have the same confidence in the judgment of inspectors who are appointed by political favor, regardless of their capability, and whose tenure of office may be changed with every change of administration, as they now have in those who have made it a business for years of handling grain and whose acts are supervised by a committee of the Detroit Board of Trade comprised of as good judges of grain as there is in the State?

The State of Illinois has had State inspection for some years and it is a notorious fact that no grain firm in Chicago will allow any quantity of grain to be loaded out for their account unless the same is done under the supervision of their private inspectors.

The Pres.: It has been suggested that an effort be made to merge this asso., with the bean jobbers and hay dealers assos. Perhaps some one wishes to make a motion to that effect.

Mr. Peabody: I make a motion that the president appoint a comite to confer with the other organizations in regard to that matter. Seconded and carried.

W. E. Shelden: I would like to know if that would interfere with the affiliation with the National Asso.

Mr. Vaughn: I move that Mr. Goemann and Mr. Shelden be appointed a comite to investigate and find out whether or not it would be acceptable to the affiliation with the National Asso., if these assos., amalgamated and if the National Asso., would admit us to membership.

Seconded and carried.

Mr. Goemann suggested that the Legislative Comite take up the matter of uniform bill of lading with a view to preventing its adoption.

Mr. England of Baltimore suggested that a motion be made opposing the adoption of the uniform bill of lading.

Mr. Caughey: If this bill is non-negotiable and is adopted it will put a great many grain dealers out of business. The fact that it is not negotiable will make it impossible for any one to go to the bank and get money on it, and that will put a great many grain dealers out of business.

Upon motion of A. G. Walker the secy. was instructed to protest against the adoption of the bill of lading, in as vigorous terms as possible.

C. E. Patterson: I move that the members of the Michigan Grain Dealers Asso., be governed by the trade rules in effect with the Grain Dealers National Asso.

The Auditing Comite reported as follows:

"Your Comite on Auditing the books of the treasurer beg leave to report that they find all items of expenditure satisfactory.

"We recommend to the members assembled that they vote on the question of payment for the directors for attending meetings. The comite recommends that they serve without compensation excepting for traveling expenses."

The report was accepted.

Mr. Shelden: I move that the secy. be instructed to cast the unanimous vote of the convention for all the old officers for the ensuing year.

Seconded and carried.

The secy. stated that he was not familiar with politics and was at a loss how to proceed, but upon being instructed, cast the unanimous vote of the convention for the old officers.

The trade rules of the National Asso., were read by the secy., after which Mr. Patterson's motion to adopt the same was voted on and carried.

Adjourned.

CONVENTION NOTES.

Charles England was there from Baltimore.

The Franke Grain Co., Milwaukee, was represented by Geo. J. Cahill.

Detroit's delegation consisted of Wm. Carson and F. T. Caughey.

R. D. Elwood of R. D. Elwood & Co., Pittsburg, Pa., represented that city.

The insurance fraternity was represented by Ralph Rawlings of the Michigan Millers Mutual Fire Ins. Co.

Toledo was represented by J. M. Coup, W. A. Rundell & Co., H. L. Goemann; and Fred Mayer of J. F. Zahm & Co.

It happened that all those in attendance were privileged to view the great surgical operation.—Lancing, Mich.

The machinery trade was represented by A. T. Ferrell, of A. T. Ferrell & Co., Saginaw, Mich.; H. O. Hem; W. A. Reynolds, Allis-Chalmers Co., Milwaukee; and W. J. Reynolds.

The Milwaukee Elevator Co., made known that their headquarters were in Room 113 Hotel Downey by large posters in the corridor and convention hall. The dealers who visited their headquarters

were treated to cigars, and entertained by A. L. Johnstone.

The following Michigan dealers were in attendance: F. C. Baluss, Blissfield; F. A. Bickle, Sanilac Centre; M. H. Bird, Millett; W. A. Bunting, Kalamazoo; M. Chriswell, Stockbridge; W. A. Dennis, Williamson; Geo. F. Dimond, Mayville; E. L. Greeley, Sanilac Centre; E. Harneden, Sanilac Centre; J. A. Heath, Lenox; E. I. & W. N. Isbell, Jackson; M. Kent, Kalamazoo; A. E. Lawrence, Mulliken; F. S. Lockwood, Laingsburg; A. McIntyre, Mt. Clemens; F. B. Nims, Lansing; F. E. Nowlin, Albion; W. J. Orr, Bayport; C. E. Patterson, Battle Creek; L. Fred Peabody, Grand Rapids; F. H. Richardson, Fairgrove; Geo. Smith, Woodbury; D. Smith, Lake Odessa; T. W. Swift, Battle Creek; F. Thomas, Lansing; F. A. Voigt, Grand Rapids; S. C. Woolman, Otter Lake; A. G. Walker, Jackson.

Grain Trade News.

[Continued from Page 50.]

but the Colorado state line is regarded as the limit of territory tributary to Milwaukee.

Members of the Milwaukee Chamber rather pride themselves on their willingness to give careful consideration to suggestions of any kind that are tendered in the proper spirit, and if, after their departure for home, any of the delegates thought of good points that they might have made, they can rectify the omission by letter, without feeling that their motives will be misconstrued. This, of course, applies to anything which relates to the handling of grain at Milwaukee.

Another effort will be made this season to have macaroni wheat ground by one or more of the local mills, as receivers look with a jealous eye upon the stream of grain that passes them by. Advantage will also be taken by shippers here of the opportunity afforded for building up a profitable export trade in the heretofore despised "rice wheat." A good start has already been made in this direction, but the lake tie-up interfered with its being followed up at the proper time.

The barley market is very "ragged," owing to the uncertain demand that now exists, and it is difficult for receivers to make reliable quotations, but conditions are far better than they were last summer and current offerings can be sold at very fair prices if buyers are allowed to take their time. Stocks in the hands of maltsters are not large, and the market for new barley will probably open earlier than usual. Indications also point to a comparatively high range of values at the outset.

Owing to increased facilities, both completed and in prospect, the trade here will be in a position to take care of a much larger business than heretofore. A material increase is looked for in the volume of grain received from the Southwest, particularly as convention visitors from that section took pains to acquaint themselves with the possibilities for business here. Kansas dealers were conspicuous for their "scouting," and we are hoping that, like the spies of Israel, they have borne back good reports of the land. This Canaan will receive them (or their grain) with extended hands instead of swords.—I.

Grain Trade News

CANADA.

Okotoks, Alta.—John Linehan will erect an eltr.

The annual meeting of the Northwest Grain Dealers' Asso. will probably be held early in August.

Winnipeg, Man.—W. R. Campbell, of Campbell, McLean & Co., has been elected an active member of the Grain Exchange.

Ardern, Man.—The eltr. of the Lake of the Woods Milling Co., is undergoing repairs and being equipped with dump scales.

Winnipeg, Man.—G. Olafson's grain, hay and feed store was burned June 28. Loss on building, \$40,000; insurance, \$25,000. Loss on stock, \$10,000; insurance, \$4,500.

Fort William, Ont.—Besides the eltr. on which work has been begun by Barnett & Record Co., the Empire Eltr. Co. contemplates erecting a second very large eltr. next season.

Fort William, Ont.—A second engine of equal power will soon be installed in C. P. R. Eltr. D., so that an accident to either will not stop operation of the grain handling machinery.

Port Colborne, Ont.—Hon. H. R. Emerson, Dominion minister of railways, has engaged James Jamieson to prepare plans for a grain eltr. to be erected at Port Colborne at a cost of \$1,250,000.

Minnedosa, Man.—A little girl playing near the machinery of the grain eltr., June 27, was caught by a shaft and whirled around for several minutes. A leg and an arm were broken; and she was otherwise badly injured. The child died 5 days later.

Brandon, Man.—The Brandon branch of the Manitoba Grain Growers Asso., at a meeting June 25, declared against the amendments to the Grain Act, and unanimously voted that no certificates of inspection of Manitoba wheat be issued outside of the Manitoba district.

Winnipeg, Man.—The Zenith Grain Co., organized under the Canadian laws, has been incorporated to do a receiving and shipping business here. The officers of the company are Ward Ames, Sr., pres.; J. H. Barnes, vice-pres.; Ward Ames, Jr., treas.; H. T. Swart secy., and mgr. Mr. Swart will reside in Winnipeg, the others are members of the Ames-Brooks Co., of Duluth, Minn.

Ottawa, Ont.—At the meeting of the special committee appointed to inquire into the grain inspection bill, June 22, it was decided to proceed with the non-contentious clauses first. Dr. Douglas said there would be rebellion in the west if it were attempted to reinspect grain at the seaboard. Walter Scott said the opinion of the west was fixed on that point. Mr. Bickerdike said there should be reinspection in the east. At the June 28 meeting of the committee a letter from the Northern Eltr. Co., of Winnipeg, protesting against the charges that they lowered the grade of wheat in their eltrs., was read. Chairman Campbell suggested reinspection east of Winnipeg in case of error. Hon. Mr. Sifton objected; and the committee

decided not to entertain the proposition. A suggestion by Mr. Wilson that where the survey board has overruled the chief inspector the fact should be indorsed on the certificate, also was disapproved. Another grade of oats was added; and some changes were made. No. 1 white oats must weigh 36 pounds to the bushel instead of 35. No. 2 stands at 34. No. 3 was raised to 32 instead of 30 and a grade called No. 4 was added which shall be sound but otherwise not equal to No. 3, and shall weigh not less than 28 pounds to the bushel. The grades of black oats were made to correspond with those of the light oats grown in some parts of Ontario. The other grades for eastern grain were not changed. In dealing with the western grades a concession was made to the Alberta producers by providing that extra No. 1 Manitoba oats shall contain 95 per cent. of white oats instead of 100 per cent. A No. 3 grade of Manitoba oats was added to weight not less than 34 pounds and less clean and pure than No. 2.

CHICAGO.

Memberships in the Board of Trade are selling at \$3,075.

Michael E. Halley has been expelled from the Board of Trade for dishonest conduct.

W. H. Laidley has been suspended from the Board of Trade for failure to pay a claim of \$170 due a member.

Arthur Sawers, representing the J. Rosenbaum Grain Co. at Memphis, Tenn., is visiting friends at Chicago.

A. J. Lovejoy, formerly a farmer and stock raiser near Winnebago, has been

appointed by Gov. Yates state grain registrar at Chicago.

The first new wheat to arrive at Chicago this year was received July 6 by the Armour Grain Co. The shipment consisted of 4 cars of No. 2 red testing 60 to 60½ pounds.

The North Shore Grain & Coal Co., has been incorporated to deal in grain and fuel. Capital stock, \$15,000; incorporators, James G. Fones, Holger Rasmussen, Samuel M. St. Clair.

R. F. Morrow, formerly with T. D. Randall & Co., has engaged in the hay and grain business under the firm name of R. F. Morrow Com. Co., Inc., with offices in the Traders building.

The Grain Trimmers Union is not having plain sailing in its fight to do away with stevedores. Their apparent victory has been a barren one, for very few of the boats loaded have been trimmed.

The directors of the Board of Trade have made regular all the eltr. that were regular last year, except the Alton. The National Eltr. is again made regular, but with the Harris, Scotten Co. as proprietors instead of Richardson & Co.

The proposition to make a grade of new No. 3 corn between Nov. 1 and Apr. 15 received very poor support at the special meeting of the Illinois Railroad and Warehouse Commissioners held July 7. No grain receiver appeared to champion the change.

P. B. Weare has been expelled from the Board of Trade for not paying the claims of country customers of the Weare Commission Co. The claims were supposed to have been settled by notes of the Chicago Railway Terminal Eltr. Co., but that concern went into bankruptcy.

The Alton Eltr. will no longer be operated as a regular eltr., since the ground on which the house stands is needed by the drainage canal trustees in widening the river. The Alton Eltr. Co. has given notice to holders of its ware-

The National Ass'n Meeting.



The Bow of the Pere Marquette 18 Outward Bound.

house certificates to remove their grain. The house contains 120,729 bu wheat, of which 35,000 bu is No. 2 red. Of corn there is 240,381 bu, including 184,530 bu No. 2. Oats, 83,178 bu standard and 26,037 bu No. 4, and rye, 34,210 bu.

Somers, Jones & Co., have incorporated to do a grain commission business. Capital stock, \$25,000, fully paid; incorporators, A. L. Somers, Chas. A. Jones and J. B. Gascoigne. This firm succeeds to the business and good will of A. L. Somers & Co. Mr. Somers has been in the grain business since 1877 and is considered one of the best sample salesmen on the floor. Mr. Jones, recently of the firm of Bentley-Jones Grain Co., and for many years associated with Rosenbaum Bros., is well known to the trade, and will have charge of the office end of the business.

A conference of the Illinois Railroad and Warehouse Commissioners and the grain committee of the Board of Trade was held July 7 to arrange for the harmonious working of the Board of Trade's new grain sampling department in connection with the state officials. The commissioners were asked to appoint samplers to be recommended by the grain committee, their salaries to be paid by the Board of Trade. The objections to the arrangement were discussed and it is hoped the desires of the grain committee will be accomplished at a future meeting.

COLORADO

Trinidad, Colo.—The Jamieson-Conger Gr. & Produce Co. has succeeded Jamieson-Conger Co.

ILLINOIS.

Atlanta, Ill.—J. H. Hawes is erecting an eltr.

Homer, Ill.—J. H. Parrish will erect an eltr. adjoining his present eltr.

La Hogue, Ill.—Aug. & J. B. Haubach have sold their grain business.—I.

Thomasboro, Ill.—The Farmers Grain, Coal & Lumber Co. has bot the eltr. of Morrison & Grindley.

Dwight, Ill.—Joseph Eyer has bot a Howe Gasoline Engine of Borden & Selleck Co.

Mt. Pulaski, Ill.—Mt. Pulaski Grain & Eltr. Co. has bot a Howe Hopper Scale from Borden & Selleck Co.

Cerro Gordo, Ill.—The Findlay Grain Co. has increased its capital stock and enlarged the eltr. 14,000 bus. capacity.

Metamora, Ill.—Peter Schertz, a former banker and grain dealer, and member of the Peoria Board of Trade, died July 4.

Dunn, Ill.—The Dunn Grain Co. incorporated. Capital stock, \$5,000; incorporators, J. D. Mitchell, Isaac Horn and D. W. Shipman.

Chatham, Ill.—W. E. Waite, formerly of Glenarm and now of Springfield, Ill., has leased the eltr. of E. R. Ulrich & Sons at Chatham.

Brimfield, Ill.—The Brimfield Eltr. Co. incorporated. Capital stock, \$7,000; incorporators, L. A. Blundy, H. A. Blundy and John W. Rusk.

Gibson City, Ill.—The Keiser & Holmes Eltr. Co. has sold only its lumber business and still continues in the grain trade at Gibson City.

Ocoya, Ill.—The Farmers Eltr. Co., incorporated. Capital \$10,000. Incorporators, S. G. Meyer, Vaclay Cercle, Frank Keoner and John S. Curran.

Shannon, Ill., July 8.—Everything is looking fine here; plenty of rain and warm weather. Harvest will begin in about 2 weeks.—Shannon Grain Co.

Monarch, Ill.—The Monarch Grain Coal & Merchandise Co., incorporated. Capital stock, \$8,000; incorporators, Chas. F. Umstadt, Paul Murray and L. J. West.

Gibson City, Ill.—The Shellabarger Eltr. Co. has bot two eltrs. at Gibson City and Harpster of the Rogers Grain Co. The sale was negotiated by C. A. Burks.

Long View, Ill.—The National Eltr. Co., of Indianapolis, Ind., has bot the eltr. of John H. Doyle, who has been retained to manage the business for the new owners.

Buncombe, Ill.—The Buncombe Mill & Eltr. Co. incorporated. Capital stock, \$12,000; incorporators, Wm. S. and Maude C. Harman and Frederick E. Dauner.

Cropsey, Ill.—The Cropsey Eltr. Co., incorporated to deal in grain, coal and lumber. Capital stock, \$5,000; incorporators, Adam Brueker, S. Thomas, Jacob Huppert.

Block Sta., Ill.—Isaac Cole of Sidney has just completed a modern 40,000-bu. house at Block, one of the new stations on the Frisco. D. E. Godfrey is managing the plant for him.

Advices from Springfield, Ill., are that the state railroad and warehouse commission will approve the 25 per cent reduction in rates which was practically agreed upon last year.

Casey, Ill., July 1.—Very poor prospect for corn in this locality; too much rain. Oats look very well; but owing to the late season only about one-half the usual acreage sown.—Buxton & Appleby.

Foosland, Ill.—Noble Bros. eltr. was struck by lightning June 30 and was burned to the ground. The eltr. contained about 12,000 bus. of corn. Insurance on the grain \$1,000. The eltr. was worth about \$7,000 and only partly insured.

Kankakee, Ill.—Bartlett, Frazier & Carington have let the contract for rebuilding the burned eltr. to Geo. M. Moulton & Co. The original plans contemplated steel storage tanks; but the house will be built of wood, with 200,000 bus. capacity.

Garrett, Ill.—The sheriff has taken possession of the ground on which stands the eltr. owned by C. D. Greve, Jr. The railroad company had refused to renew the lease of the site, and was given a writ under which the sheriff has taken possession.

Riggston, Ill.—Oakes & Green have succeeded H. & C. Oakes. The new firm is composed of Henry Oakes, Chas. Oakes and B. F. Green. The latter is now a member of the firm, after having been its manager for 22 years, and will continue to manage the business as in the past.

Savoy, Ill.—The farmers of the Savoy Grain & Coal Co., on July 9, bot the eltr. of Wm. Murray, for \$16,500, and the transfer will be made Aug. 1. The farmers also have agreed to buy the stock of lumber on hand at that time. This is a most completely equipped eltr., over 100,000 bus. capacity, and built only 2 years ago.

Papineau, Ill.—Sievert & Rosenberger are the new agents who will manage the grain business of the R. F. Cummings Grain Co. at this station. Frederick Sievert is a son of Wm. Sievert, formerly grain merchant and now-pres. of the First National Bank at St. Anne, Ill. Otto H. Rosenberger is the other agent. W. A. Rosenberger has retired to go on the road for a Chicago house.

Peoria, Ill.—Special Officer Kirby, employed by the railroads, recently caught Mike Hoffman stealing grain from cars. Adolph Gudat also was arrested by Officer Kirby, with grain in his possession. He was fined \$14.60 for trespass, as the evidence was not sufficient to convict of larceny. Mr. Kirby has only recently

Officers of the National Ass'n on Pere Marquette 18.



Dan'l P. Byrne,
2d Vice-Pres.

L. Cortelyou,
1st Vice-Pres.

R. B. Schneider, H. L. Goemann,
President, Director-at-Large.

been employed by the railroads, for the especial purpose of apprehending car sweepers.

Tremont, Ill.—S. A. Hayward, grain dealer, brot suit against Jesse Scott, a farmer, to recover damages for alleged breach of contract. Mr. Hayward alleged that he bot corn at a stipulated price, and that Scott failed to deliver. The market price went up. Scott claimed the agreement was that if the price fell Mr. Hayward was not expected to receive the corn; and if the price increased he was not to be compelled to pay it. The court decided against Mr. Hayward.

Peoria, Ill.—R. C. Grier, secy. of the Peoria Board of Trade, reports that Peoria has received during June 34,600 bus. of wheat; 894,200 bus. of corn; 835,400 bus. of oats; 16,000 bus. of rye; 67,600 bus. of barley; 1,180 tons of mill feed; and 2,004 tons of hay; compared with 48,200 bus. of wheat; 2,014,000 bus. of corn; 1,221,600 bus. of oats; 14,300 bus. of rye; 80,800 bus. of barley; 210 tons of mill feed and 2,610 tons of hay during June 1903. The shipments during June have been 19,200 bus. of wheat; 747,200 bus. of corn; 906,900 bus. of oats; 2,400 bus. of rye; 27,500 bus. of barley; 4,005 tons of mill feed and 390 tons of hay; compared with 110,400 bus. of wheat; 723,000 bus. of corn; 1,255,600 bus. of oats; 3,200 bus. of rye; 17,100 bus. of barley; 5,599 tons of mill feed and 470 tons of hay during June, 1903.

INDIANA.

Lewisburg, Ind.—Myers Bros. have bot a corn sheller of A. H. Richner.

Buckcreek, Ind.—P. G. Alexander will put in 2 grain feeders bot of A. H. Richner.

Cyclone, Ind.—C. W. Sims of Frankfort has succeeded his father as the owner of the eltr.

Wheatland, Ind.—The Allen & Wetlan eltr. will be completed July 15. A. H. Richner has the contract.

Princeton, Ind.—The Princeton Eltr. Co., operating eltrs. at Princeton, Francisco, Mt. Carmel, Ft. Branch and McClary Station, has increased its capital stock to \$50,000.

Ambia, Ind., July 2.—Weather cool and dry. Oats will be a short crop. Corn looks well but is in need of rain, is small for time of year and probably 10 days late. Old corn pretty near all marketed.—Summers Bros.

Crawfordsville, Ind.—The W. B. Foreman, who is one of the incorporators of the Crabbs-Reynolds-Taylor Co., is an entirely different person from W. D. Foreman, whose name was erroneously given in this column June 25, as was that of W. Busenbark.

Fowler, Ind.—John I. Barnard was married June 30 to Miss Rose Hay at the home of the bride's parents at Clinton. Mr. Barnard is well known in the grain trade, and Miss Hay was the popular principal of the Fowler High School. After the ceremony Mr. and Mrs. Barnard left for an extended western trip.

IOWA.

St. Mary, Ia.—O. T. Hurlburt & Co. are erecting an eltr.

Grinnell, Ia.—Robberts & Kingdon have succeeded C. L. Robberts.—I.

Hancock, Ia.—C. H. Cooper & Son have succeeded Gordon & Cooper.—I.

Anita, Ia.—The Wesley Eltr. Co. is replacing its gasoline engine with a new 6-h. p. Fairbanks-Morse Engine.

Des Moines, Ia.—Ware & Leland, of Chicago, on July 7 bot the grain commission business of E. H. Martin & Co.

Pocahontas, Ia.—The Wheeler Grain & Coal Co. is equipping its eltr. with cleaning machinery and will build an addition.

Mount Union, Ia.—The Farmers' Eltr. Co. has incorporated with a capital of \$8,000. Incorporators, V. E. Lauer and others.

Sheldon, Ia., July 5.—Crops are looking fine, and we look for a good, big crop of everything. Corn is a little backward, but with warm weather will come out all right.—Geo. B. Rait.

KANSAS.

DeSoto, Kan.—J. M. Hadley is erecting an eltr.

Moundridge, Kan.—The farmers will build an eltr.

Leavenworth, Kan., July 1.—The crop outlook is very good. Harvesting is in full blast.—Leavenworth Milling Co.

Leoti, Kan., June 25.—Wichita county will have 125,000 bus. of wheat and 80,000 bus. of barley this year.—R. M. Tribble.

Abbeyville, Kan.—The Ira Grain Co. has not succeeded the Abbeyville Grain Co. as was erroneously stated in this column June 10.

Topeka, Kan.—C. W. Hoyt has removed to Kansas City and become a member of the Board of Trade, where he is doing business as the Hoyt Grain Co.

Mitchell, Kan.—The Mitchell Grain & Supply Co., which was recently incorporated by the farmers, has bot the eltr. of Cooper & Dinsmore, of Lyons.

Woodston, Kan.—The new equipment for the eltr. of the Woodston Mercantile & Shipping Assn. will be furnished by the York Foundry & Engine Works.

Great Bend, Kan.—The Farmers Grain

& Fuel Co. is expending \$1,500 on repairs. Two dumps will be put in, and a new engine and an additional stand of elevators.

Caldwell, Kan.—I have sold out to the Border Queen Milling Co., which is enlarging the eltr. and is going to build a 300-bbl. mill in connection.—J. F. Hollinshead.

Kansas City, Kan.—The low-lying portion of Kansas City is one vast lake, 3 to 6 ft. deep. Armourdale has been practically abandoned, with the streets running rivers. The flood is interfering with the handling of grain.

Leavenworth, Kan.—The Leavenworth Milling Co., which has recently completed the overhauling of its 1,000-bbl. mill and the construction of 20,000-bu. bins, expects to grind hard wheat exclusively, and will do a considerable grain business, shipping a great deal of soft wheat.

Leavenworth, Kan.—The Kemper Grain Co., of Kansas City, Mo., has bot 4 suits against the Leavenworth, Kansas & Western Ry., for damages on account of delay in transit and for shortages in shipments from 4 stations. One car shipped from Arrington May 23 did not arrive at Kansas City until June 19, 1903, and was then damaged to the amount of \$97.

Belle Plaine, Kan., July 2.—We are having it wet; 18 in. of rain beginning Apr. 22. Harvest 2-3 done and too wet to get out of the fields. We had the largest prospects 3 weeks ago, but will not thresh for 8 or 10 days if it holds dry. Wheat will average 15 bus. per acre, while it would have averaged 25 if it could have been saved. Hay crop short; corn looks fair; but, dry, hot sun will cook it.—Alex. Knott.

Oswego, Kan., July 5.—We estimate that there will not be more than 15 per cent of as much wheat handled along the line of the "Frisco Ry" in southeastern Kansas as was promised 6 weeks ago. First the extremely high waters in the Neosho, Verdigris and Fall Rivers and

The National Meeting.



Fotograf by Geo. S. Carney, Milwaukee.
Secretaries who went on the Boat Ride.

their tributaries got a large part of the acreage, and of that left on high ground there is fully 75 per cent that has not been cut, as we have had one heavy rain right after another, which has kept the ground so wet that the farmers can not get into the fields to do anything. This wheat has been standing dead ripe for more than 2 weeks and is falling badly and with the best of weather from now on it will be the 10th before anything can be done in the fields.—Oswego Seed & Grain Co.

KENTUCKY

Hodgenville, Ky.—The Lynn Milling Co. will erect a 30,000-bu. steel eltr. at once. The contract for the cleaning machinery and power connections has been let to the Nordyke & Marmon Co.

Lexington, Ky.—The Blue Grass Commission Co. will erect a new plant here at once. The proposed plant will consist of a large brick mill and warehouse; a brick engine and boiler room; an up to date eltr. of 50,000 bus. capacity, equipped with the latest improved machinery and devices for the expeditious and economical handling of grain, and a commodious brick hay and straw warehouse.

MARYLAND

Baltimore, Md.—Lloyd L. Dorsey, for many years assistant inspector of grain for the Baltimore Chamber of Commerce, has gone with the Missouri Valley Grain & Export Co., and will look after their consignment business.

Baltimore, Md.—Gill & Fisher, Hammond & Snyder and the Louis Muller Company of Baltimore, have presented two silver decanters and a set of glasses to George T. Gambrell, as a token of appreciation of his services as chairman of the transportation and law committee of the Chamber of Commerce. This committee held the railroads responsible for the deterioration of the grade of grain because of delay in the transportation of shipments, and very satisfactory settlements were effected.

BALTIMORE LETTER.

At the regular meeting of the Board of Directors of the Chamber of Commerce, 11th inst., members of the several grain committees will be elected to fill the places of those whose terms expire at that time. Members of the grain committees are elected for a term of three years, and as one-third of each committee retires every year, the election is to fill these vacancies only.

The first receipts of new wheat in this market are about ten days later than the average year. This, however, is more than compensated for by the remarkably good quality of the new grain. As a general thing the first arrivals of new wheat in this market, coming from southern Maryland and tidewater Virginia, are damp, unclean and blighted, but this season it is the contrary, and the grain is of good amber color, plump, dry and unusually clean, all of which is evidenced by fully 75 per cent of the early receipts inspecting contract grade or better. Harvesting is about complete in this state, and with favorable weather, it is probable that there will be liberal receipts of nearby grain in this market during July. It is reported that some shipments of new wheat have been made from this market

to Ohio mills recently, but it is not likely that this will be a feature hereafter.

L. J. Lederer, Jno. W. Snyder, J. A. Loane, C. W. Pitt, Geo. A. Hax, Charles England and Chas. McDonald, Jr., who represented Baltimore at the meeting of the Grain Dealers National Assn. at Milwaukee, have all returned and speak in the highest terms of the unbounded hospitality of the Milwaukee people, and will not soon forget the genuine good feeling towards the visitors, which was always apparent on the part of the members of the Milwaukee Chamber of Commerce. The Baltimore contingent now quite agree with Mayor Rose in his statement, that while beer is an important item among Milwaukee's productions it is not the only thing that makes that "Bright Spot" famous.

Chas. D. Fisher, the senior member of the grain and exporting house of Gill & Fisher, retired from that firm on July 1st, after about thirty-five years' active connection with the grain business. The firm of Gill & Fisher is among the best known and most respected grain houses of the United States, and the high esteem in which it is held in this country and in all the grain markets of Europe after a long business career, can be justly regarded with satisfaction by every one connected with that firm. Blanchard Randall and Geo. S. Jackson, who were partners in the old firm, will continue the business under the old style of Gill & Fisher, and they start with the best wishes of all, that the success of the former partnership may always follow the present one. Mr. Randall has served as president of the Baltimore Chamber of Commerce, also presided over the National Board of Trade for two years, declining a re-election of the meeting last January. Mr. Jackson is at present a member of the Board of Directors of the Baltimore Chamber of Commerce, and both gentlemen take a lively interest in public and business affairs.—B. M.

MICHIGAN.

Nashville, Mich.—Townsend Bros. are enlarging their eltr.

Armada, Mich.—The Armada Eltr. Co. has succeeded S. I. Stump.

Cedar Springs, Mich.—The eltr. of E. A. Remer will be completed Aug. 1.

The Michigan Hay Assn. will hold its annual meeting at Lansing Aug. 4 and 5.

Durand, Mich.—The Beard Eltr. Co., of Morrice, Mich., will erect a large eltr. here. The banks and local merchants contributed liberally to a fund for the purchase of the site to induce the eltr. company to build.

A committee has been appointed to consider the advisability of consolidating the Grain, Hay and Bean Assns. of Michigan. Inasmuch as 92 per cent of the bean jobbers are also engaged in the grain business it would seem the proper move. Several years ago the bean jobbers considered the advisability of broadening their Assn. so as to include both trades, but no action was taken. It is not well to get too many interests in one organization, but when the interests of members are common they can be promoted by union.

Lansing, Mich., July 9.—The estimated average yield of wheat based on the condition July 1 is 15 bus. per acre. The weather during June was fair for wheat. If it had been warmer and not so dry there might have been a larger growth of straw, but the existing conditions were favorable for the development of the berry. Very little damage has been done by the Hessian fly and while the acreage and yield per acre will each be small, the quality promises to be good. The rye crop promises better than wheat in most parts of the State. This is true despite the fact that most farmers pasture rye early and late and scarcely ever give it a fair chance to grow a good crop of grain. The hardness of rye, together with the fact that it is such a valuable crop for pasturage purposes, is

The National Ass'n Meeting.



It is easy to see that the Smile was at Egly's Expense.

causing it to find favor with farmers which is shown by the increased acreage grown last year. The average estimated yield is 12. The weather during June was not favorable for corn. Much of the crop was planted late and growth so far has been very slow. Some fields of corn are nearly up to the average, but there is a large proportion of the crop that is very small. Exceptionally favorable weather will be needed in order that much of the corn may make even a fair crop. The condition of corn is 70. The condition of oats in the state is 83. The acreage of beans planted is 94. The condition of beans is 89. The total number of bus. of wheat marketed by farmers during the 11 months from Aug. 1 to July 1 is 3,486,000, or 304,166 less than the number marketed during the corresponding months of 1902-3.—Fred M. Warner, secy. of Dept. of State.

MINNEAPOLIS

The Reliance Eltr. Co. has bot the Spencer Grain Co.'s line of eltrs. on the H. & D. Div. of the Milwaukee road. The latter will continue to operate its terminal house.

The first car of new wheat to come into Minneapolis was consigned to E. S. Woodworth & Co. It came from Okla. and makes a new early record in the movement of winter wheat to the northwest. The lot graded No. 2 hard and was sold to a local miller at 91c.

A sad accident occurred at Lake Minnetonka, Minn., June 30, which resulted in the death of Mrs. George Upton, daughter of L. Christian, a prominent miller of Minneapolis, and in severely injuring Mrs. W. P. Devereux, wife of W. P. Devereux, a Minneapolis grain man. The accident was caused by the exploding of the gasoline tank in Mr. Christian's gasoline launch.

MINNESOTA.

St. Peter, Minn.—A farmers' eltr. will be built near this place.

Donaldson, Minn.—Ole Halvorson has nearly finished his new eltr.

Morton, Minn.—The Morton Merchant Mill will erect a 75,000-bu. eltr.

Campbell, Minn.—The Farmers' Eltr. Co. will build an eltr. at this place.

Odessa, Minn.—Thos. Barr has retired from the grain business, and D. D. Barr will continue.

Garfield, Minn.—The Farmers' Eltr. Co. has leased its eltr. for another year to K. P. Landru.

Angus, Minn.—The M. & N. Eltr. Co. will make some improvements to its eltr. This eltr. will be opened this fall for the first time in several years.

Wendell, Minn.—The Farmers' Eltr. Co. is remodeling its eltr.; when completed it will have a capacity of 35,000 bus. The Barnett & Record Co. is doing the work.

Bemidji, Minn.—E. H. Smith of the American Linseed Co., and Webb & Jewell of Duluth, will build an eltr. and cleaning house here on the Great Northern. The eltr. will be equipped with oat cleaners and automatic sackers.

Duluth, Minn.—The Board of Trade has adopted a new rule, increasing the commission on wheat handled to 1 per cent; also a rule charging interest on drafts sent in payment of bills of lading, when cars billed are delayed. The pen-

alty for violation of this rule runs from \$100 to \$200 for each offense.

Johnson Station, Minn.—Del. Patterson has closed his house for a month, while some repair work is being done.

James, Minn.—The Great Western Eltr. Co., of Winona, has moved its eltr. from Dowart to James, and will remodel the building.

St. Cloud, Minn.—A meeting of the Tricounty Farmers' Exchange was held here recently. Pres. E. C. Jackson, of the Minnesota exchange, claimed that 120 eltrs. have joined the exchange. It is purposed to establish stock yards in the principal cities.

MISSOURI.

Frankford, Mo.—Carter & Shepherd of Hannibal, have purchased Pindell Bros.' eltr.

Kansas City, Mo.—The tank capacity of the Milwaukee eltr. will be increased to 1,000,000 bus. Work is now in progress.

St. Louis, Mo.—William C. McCoy, the retiring manager of the Victoria mills, has been made secretary of the William D. Orthwein Grain Co.

Kansas City, Mo.—The first car of new wheat to reach this market came in on the Santa Fe June 23 from Oklahoma. It was consigned to W. S. Dickinson & Co.

Kansas City, Mo.—Charles C. Orthwein has succeeded to the entire grain business of the old firm of Charles F. Orthwein's Sons, and will continue it under his own name.

Kansas City, Mo., July 7.—We are almost having as bad conditions here as last year. The water is 6 ft. deep to-day in the Midland Eltr., which is over in Kansas City, Kan.—F. P. Lint.

The Kansas City Grain Market is the title of an address delivered at a dinner given by the Kansas City Board of Trade, to the Kansas Grain Dealers Assn. June 8. This address has been published in pamphlet form by the Ernst-Davis Grain Co.,

of Kansas City, and is being sent out with their compliments.

St. Louis, Mo.—The Thyson Commission Co. suspended business July 8 thru inability to meet margin calls. Several of the company's customers who had sold July wheat failed to put up margins and the company was forced to suspend.

Kansas City, Mo.—Plans are completed for a new steel eltr. here. It will be built by the J. Rosenbaum Grain Co. of Chicago. Work will begin on it in the near future, but it is not planned to have the new terminal house in shape for use before the middle of the winter.

St. Louis, Mo. — The long discussed proposition to make hard winter wheat deliverable on regular contracts at a discount of 5 cents per bu. was finally put to a vote of the Merchants Exchange, July 6. Some of the millers who opposed the amendment last year are now in favor of it since their experience in the December wheat deal. The proposition was defeated by a vote of 330 to 163.

St. Louis, Mo.—Members of the Merchants Exchange will soon vote, on an amendment to the rules providing for the settlement of defaulted future wheat contracts on the basis of the actual milling and shipping value, plus 5 per cent penalty. This is an entirely different proposition, has been unanimously approved by the rules committee, and will no doubt have the support of many members who voted against hard wheat.

Columbia, Mo., July 5.—The condition of the corn crop has improved two points during the month. The present condition is 11 points below the five year average on July 1. While in a few localities corn is reported in a fair to a good condition, in nearly all parts of the state it is getting quite weedy and in the west-central part of the state as far south as Barton County and as far north as Clinton County, a great deal of the corn is turning red on account of water standing in the fields, and unless the weather improves so the corn can be cultivated soon, a great deal

The National Meeting.



Rumsey, Miles and Burke.

of the corn in that section will be ruined. The corn along the Osage River and its tributaries has been ruined by overflow, some of it having been planted the third or fourth time, and it is now too late to re-plant and the farmers in that section cannot hope to produce a crop of anything except late forage crops. The average condition for the state is 75. The highest average is in the Southeast Section, 79, and the lowest in the Northwest and Central sections where it is only 70. In comparison with the condition of the corn crop one year ago the average condition for the state is one point better than it was at that time, but it will be remembered that we had a favorably late season last year and the final yield was about 30 bus. per acre for the state. The reports on the wheat crop show considerable variation. The group of counties in the Ozark region and some of the adjoining counties, report a great deal of damage to wheat from rust, and in that section the yield will be very low, but in most of the large wheat-producing counties the wheat is in fairly good condition. Rain has greatly delayed harvesting and in many counties the wheat is dead ripe, but cannot be cut because the ground is too soft to run the binder. Some have been cutting with the cradle. It is estimated that on June 30th 41 per cent of the entire crop of the state was harvested. The quality of the grain has been damaged considerably by the rain and is below the average. The yield, however, will be much better than for last year. The estimated average yield for the state is 13 bus. The estimate is 3 bushels per acre more than the estimate made of the yield of wheat at the same time last year. Oats have suffered from the same conditions that caused the loss of the wheat, but the oats crop shows an improvement of 3 points during the month, and if the weather continues to improve so the crop can be harvested, there will be a much better crop saved than was produced last year.—Geo. B. Ellis, secy. State Board of Agriculture.

KANSAS CITY LETTER.

Ed. Ordway, western representative of the Invincible Grain Cleaner Co., has been laid up for over a week, on account of illness, but is again able to come down to his office.

A. J. Poor, who recently returned from a trip over the Union Pacific as far west as Plainville, says that he never saw finer wheat before the rains, but that he thinks the rains have done an immense amount of damage, and have materially reduced the crop.

The continued rains in Kansas and Missouri are beginning to have a considerable effect upon the local grain market, as the feeling is gaining converts that a considerable part of the wheat crop will not be harvested, and that the corn crop will be light this year. This has caused a stiffening up, both on futures and cash sales.

The wheat receipts have been very small during the past couple of weeks, but what new wheat has arrived is showing a good berry, and passing a good inspection. The harvest has been delayed until it is not expected much will arrive before the middle of the month, and possibly not before the 20th. Every preparation has been made, by both the grain men and the railroads, for the quick handling of the grain upon arrival, with the determination that there will be no blockade this year.

A visit to Fort Scott, about 100 miles

directly south of Kansas City, showed the surrounding country to be in great need of dry weather. A great deal of the wheat is being cradled, because machinery cannot be taken into the field, and a considerable sod is forming in most of the corn fields, as they cannot be cultivated. Natives say it rains every day, possibly only a light shower, but at least enough to prevent working the ground, or even getting into the fields.—P.

ST. LOUIS LETTER.

We are having a good many visitors every day, now; a goodly number coming from the wheat growing countries of the west. They are complaining of the wet weather, and it looks as if it will be Aug. 1 before there is a free movement of wheat.

Supervisor J. H. Warren has issued the following circular to the trade: "Notice is hereby given that in accordance with the instructions of the Board of Directors of the Merchants' Exchange, hereafter all certificates issued by the Department of Weights of the Merchants' Exchange will give the actual weight of the grain unloaded."

Opposition to the delivery of hard wheat on red wheat contracts is very strong, and the proposition was easily defeated by a two to one vote. The delivery of hard wheat was tried in this market several years ago and led the big majority to think we can do much better without it, as St. Louis only proved a dumping ground for the Kansas City and St. Joe skin grades of No. 2 hard wheat, which had to be applied on contract.

During the month of June the Department of Weights supervised the weighing of 2,429 cars, unloaded, of which 144 cars were reported with leaky grain doors, 48 leaking over grain doors, 163 with leaky boxes, 37 with leaky end windows, 427 not properly sealed, 210 end windows not sealed, making 1,029 in bad order and not sealed. From the foregoing report it looks like it is up to the country shipper to get busy and see

that cars are in proper condition before being loaded.—Louis I.

NEBRASKA.

Yutan, Neb.—The Nye-Schneider-Fowler Co. has installed a new engine in its eltr.

Litchfield, Neb.—Benson & Elliott have succeeded C. W. Benson in the grain and milling business.

Virginia, Neb.—The eltr. belonging to the Dobbs Grain Co. was struck by lightning June 25 and considerably damaged.

Spalding, Neb.—The Spalding Eltr. Co. has been incorporated. Capital stock, \$10,000; incorporators, W. J. Lee and others.

Wayne, Neb.—F. L. Mudge, traveling supt. for the Peavey Eltr. Co., has moved to this station, where he will make his headquarters.

Curtis, Neb.—C. H. Taylor, who has had charge of W. H. Ferguson's eltr. for some time past, has been appointed auditor for the company.

Valparaiso, Neb.—Mr. Eggleston, formerly in the employ of the Neb. Eltr. Co., has bot R. K. Johnson's eltr. Possession was given July 1.

Omaha, Neb.—Twamley & Son will start work on their new eltr. within the next fifteen days. The new eltr. will have a capacity of 200,000 bus. of grain.

Waco, Neb.—The Farmers' Eltr. Co. will build a 30,000-bu. eltr. at this point. This company is incorporated for \$25,000, and only has \$5,000 subscribed.

Berwin, Neb.—Wilson Bros. are remodeling their eltr. at this station and will also install new equipment, which is being furnished by the York Foundry & Engine Works.

Lewiston, Neb.—Mr. R. Hunzeker will erect a 25,000-bu. eltr. at this place. Equipment, including a Howe Gasoline Engine and Howe Scales, will be furnished by the York Foundry & Engine Works.

Cedar Bluffs, Neb.—The Farmers' Co-operative Asso. of this place are preparing to install a 30-h. p. boiler and a 25-

The National Ass'n Meeting.



Fotograf by Geo. S. Carney, Milwaukee.

All these enjoyed the Dutch Lunch on the Boat Ride.

h. p. slide valve engine, which will be furnished by the York Foundry & Engine Co.

Omaha, Neb.—About \$20,000 is said to have been subscribed towards building a farmers terminal eltr. in this city. It has also been decided by the promoters to build another terminal eltr. at Kansas City.

Greenwood, Neb.—Sparks from an engine set fire to the Burlington depot July 1, and had it not been for the prompt work of the fire department the depot and Railsback Bros.' eltr. would have been destroyed.

Alvo, Neb.—The Streomer Lumber & Grain Co., which recently bot the eltr. of G. W. Curyea & Son, has been incorporated. Capital stock, \$15,000; incorporators, J. H. Streomer, B. Kritchfield, L. R. Vakiner and J. R. Rogge.

Omaha, Neb.—The Exchange Grain Co. will build an eltr. It will have a capacity of 400,000 bus. and will be equipped with modern appliances and conveniences for the rapid handling of grain. The storage part will consist of concrete tanks.

Carroll, Neb.—J. A. Jones has been appointed agent for the Peavey Eltr. Co. at this point, in place of Geo. A. Bailey, resigned. Mr. Jones is an old hand at the business, having previously worked for Turner & Brenner at the same station.

Carroll, Neb.—Geo. A. Bailey, who has been with the Peavey Eltr. Co. at this point for the last nine years, is now with the Iowa & Minn. Cereal Co., as traveling supt., having charge of their Ia. and Minn. territory along the line of the M. & St. L., Northwestern and Milwaukee Roads.

Omaha, Neb.—The Nebraska-Iowa Grain Co. will build a new eltr. that will have a capacity of 200,000 bus. It will be located on the Burlington tracks near Gibson, which is a short way out of Omaha. This will be a modern eltr. in every respect, and will be equipped with all the necessary machinery for the cleaning and scouring of grain.

Bradshaw, Neb.—The Farmers' Eltr. Co. has been incorporated. Capital stock, \$25,000; the officers and incorporators are, Charles Broehl, pres., Roy E. Simmons, secy., A. C. Simmons, treas., and Chas. Broehl, P. F. Steinberg, M. L. Shambaugh, Frank Laird, C. A. Morgan and John Doran, directors. They purchased the McCloud eltr. and started business July 1.

Omaha, Neb.—The Grain Exchange has amended its rules to create a grain committee and making several important changes in the manner of appeals from inspection and the tender of receipts on regular contracts, with a view to obviating a recurrence of the recent unpleasantness. The members of the first committee are F. H. Cowgill, J. H. Hamilton, A. B. Jaquith, George H. Lyons, Nathan Merriam, E. P. Peck and E. C. Twamley. J. H. Hamilton was chosen chairman.

NEW ENGLAND.

Fall River, Mass.—Griffin Bros.' warehouse burned July 5, with 2,500 bus. of wheat. Loss, \$3,500; insured.

Portland, Me.—Samuel A. True, pres. of the S. A. True Co., dealers in grain and flour, died June 23. He was born at Portland in 1837, educated in the public schools, and served a term in the state legislature. For the last 25 years he has been pres. of the S. A. & J. H. True Co.

Boston, Mass.—The large grain eltr. of the Boston & Maine R. R. was burned July 5. The fire started in a nearby freight shed, containing hay, which was struck by lightning. The upper works of the steamer Austrian were burned and three of the crew killed. Loss, \$1,000,000; insurance on eltr. \$251,351, on grain \$110,000.

Boston, Mass.—The Boston & Maine R. R. officials state that they will at once rebuild the burned grain eltr., and will make it more modern than the old house. Until then all of the business for the Mystic Eltr. will be transferred to the other eltr., the Hoosac. The eltr. contained about 38,000 bus. oats, 30,000 bus. wheat, 28,000 bus. corn and 2,000 bus. barley.—H. B.

NEW JERSEY.

East Orange, N. J.—The Dearborn Flour & Grain Co. incorporated. Capital stock, \$50,000; incorporators, Chas. T. Neale, Edward Elsworth and others.

NEW YORK.

New York.—J. S. Harris & Co., members of the Produce and Consolidated exchanges, announced their suspension July 5. Assignment was made to R. T. Green.

New York.—C. M. Strong was expelled from the Consolidated Exchange July 1 for alleged irregular transactions. He is said to be the only member of the firm of C. M. Strong & Co.

New York, July 6.—Receipts of hay continue greatly in excess of demand, with prices still on the downward turn for all grades, while anything below good No. 2 is practically unsalable.—Gilbert Plowman & Co.

Buffalo, N. Y.—During a severe wind storm July 1, a steel movable tower 125 feet high at the Electric Eltr. was caught up and thrown into the Buffalo river. The steamer Newmount was unloading

at the eltr. and was just missed by the falling structure. The tower will be a total loss, the damage amounting to \$10,000.

Buffalo, N. Y.—William J. Miller of the grain firm of Truscott & Miller met death by drowning June 26. He was canoeing with a friend in the park lake and fell out in trying to take the paddle from the other for his turn in propelling the boat. He leaves a wife and infant child. He was only 26 years old, but was very highly esteemed on 'Change, where he had been in business for a number of years.

New York.—The board of managers of the Produce Exchange have appointed the following trade committees: Grain—William H. Kemp, chairman; J. D. Warner, W. H. Smith, Samuel Taylor, Jr., F. H. Andrews. Flour—A. J. Toomey, chairman; William Rogers, H. J. Greenbank, Russell C. Johnson, C. F. Berg. Carlot Grain—R. A. Yellowlee, chairman; W. R. Tilson, J. W. Hatch, John T. Morris, W. S. Travis. Linseed Oil—R. H. Adams, chairman; Kenneth J. Muir, Charles S. Richards, H. G. O. Dunham.

BUFFALO LETTER.

Wheat dealers are still waiting for the markets to get into line, not having been able to do any business of account for a long time. No Pacific coast white wheat is here now, though there are some orders in and a supply may be ordered. Kansas wheat sells to some extent, especially to replace the State white winter, which has about given out.

Proprietor M. P. Ryley of the International Eltr. has solved a mystery that has troubled him of late. He had for a considerable time missed small lots of grain from the eltr. and was becoming uneasy about it, as the amount was becoming quite large. At last watchmen were set to guard the eltr. and they were not long in detecting a city milkman making off with several bags of grain in his wag-

The National Assn. Meeting.



Part of Toledo's Delegation.

on. He was captured, but an eltr. employee, who appears to have been in the deal, made his escape.

Justice Childs has granted an order in the matter of the voluntary dissolution of the Great Northern Eltr., authorizing the ratable distribution among the stockholders of the company's assets, amounting to \$1,691,234, reserving \$25,000 to meet certain pending lawsuits. This has nothing to do with the management of the eltr. by the present owner, the Mutual Eltr. Co.

There appears to be small chance of getting grain enough in by lake to make up for lost time, as has already been done in case of lumber. So far the lake receipts are a mere handful, only 14,000,000 bus., compared with 63,000,000 bus. to the end of June last season. Then the railroads have reduced the freights to 3 cents on wheat to New York, just as though they were going to resume the old rate cutting tactics of half a dozen years ago.

Some of the grain dealers report that they are able to see a great improvement in wheat from Chicago since the Board of Trade employed R. P. Kettles as grain sampler. Illinois State inspection has long been very unsatisfactory here. Buffalo millers have usually avoided wheat that had been handled in Chicago and prices of such grain have been lower than the real value of it warranted. The improvement now is marked; and it is hoped that it will have the effect of removing the feeling that some dealers express in regard to such grain. A dealer on 'Change shows some No. 1 Northern wheat from Chicago that he says is superior to any Duluth wheat of that grade here.

The Board of Trustees of the Chamber of Commerce will meet July 14 to consider the appointment of "A barley and malt committee to consist of five members, two of them to be selected from members known as maltsters, two from members known as barley dealers and the fifth member to be selected from an interest not connected with that of grain or malt." There has never as yet been any regular barley inspection in Buffalo and the trade has somehow managed to do business without it, but there has been much complaint of late that purchases on sample have not been up to sample, so that the members of the barley and malt trade appear to have come to the conclusion that it is time to add that inspection to that of other grains.—J. C.

NORTH AND SOUTH DAKOTA

Raymond, S. D.—The Atlas Eltr. Co. is erecting a large eltr. here.

Platte, S. D.—M. King, of Utica, is building a 30,000-bu. eltr. at this place.

Emery, S. D.—Greig & Zeeman have bought a line of eltrs. in Iowa and Minnesota.

Binford, N. D.—The farmers in this vicinity have let a contract for a 40,000-bu. eltr.

Mitchell, S. D.—Truax & Betts Eltr. Co. has bot a Howe Hopper Scale of the Borden & Selleck Co.

Pierre, S. D.—The Walter Bowman Eltr. Co. has been incorporated with a capital stock of \$50,000.

Bristol, S. D.—The Crown Eltr. Co. has nearly completed its new eltr. It will have a capacity of 25,000.

Parkston, S. D.—The new eltr. of Rempfer, Kayser & Co. is completed and ready for the handling of grain.

Parker, S. D.—Mr. Thompson has made application to the state railroad commission for an eltr. site at this point.

Cooperstown, N. D.—Beier & Hyde sold their eltr. here to the Farmers' Eltr. Co. Possession was given July 1.

Lidgerwood, N. D.—The Thorpe Eltr. Co. is dismantling the eltr. at this point and will build a new one in its place.

Lidgerwood, N. D.—Wm. C. Mainzer will buy grain at this point during the coming season for the McMillen Eltr. Co.

Colman, S. D.—The farmers near Colton have organized an eltr. company, and will at once commence the erection of an eltr.

Toronto, S. D.—The Farmers' Eltr. Co. has decided that the eltr. is too small, and will build a new eltr. at once at a cost of \$3,500.

Ethan, S. D.—The Fullerton Lumber Co. has bot Howe Wagon Scales for Ethan and Andes, S. D., from Borden & Selleck Co.

York, N. D.—The St. Anthony & Dakota Eltr. Co. has the material on the ground to rebuild the eltr. which was burned last winter.

Doyon, N. D.—A Farmers Eltr. Co. has been formed at this place, with a capital of \$50,000. They contemplate building a 50,000-bu. eltr. and to have it ready to handle the new crop.

Colman, S. D.—The Farmers Eltr. Co. will build a new eltr. here. It will be completed Aug. 1 and have a capacity of 35,000 bus. L. O. Hickok has the contract. The house will be equipped with a gasoline engine and grain cleaners.

Fargo, N. D.—Harry J. Jenkins, of the Jenkins Eltr. Co., was married June 30 to Miss Eva Smith at the home of the bride's parents at Lake City, Minn. The couple are taking an extended wedding trip and will be at home at Fargo after Sept. 1.

Baltic, S. D., July 7.—The crops of Minnehaha county are looking good at

present. Barley and oats heading out well, though at some places quite thin. Corn not doing so well. Rain and cold weather has done some damage, especially in the low places; with favorable weather we look for a fairly good crop.—E. J. Oyan.

NORTHWEST.

Belgrade, Mont.—The Gallatin Valley Milling Co. has let the contract to R. C. Stone for the erection of a concrete and steel eltr. consisting of 6 steel tanks and 12 additional bins in the main building, giving a total storage capacity of 250,000 bus. All floors and tank bottoms will be of concrete.

OHIO.

Havana, O.—The Hyman Mill Co., of Monroeville is building a 10,000-bu. eltr.

Hardin, O.—O. S. Marshall & Son of Sidney are making repairs on their eltr.

Fostoria, O.—A local bucket-shop has been closed, leaving the usual bunch of mourners.

Jackson Center, O.—Wm. Ludwig is building a 30,000-bu. addition for ear corn and oats.

Maumee, O.—The Toledo Grain & Milling Co. has leased ground on which to erect an eltr.

Akron, O.—F. H. Lawrence has bot a 5-h. p. Howe Gasoline Engine of Borden & Selleck Co.

Coldwater, O.—B. H. Plummer is erecting an eltr. in connection with the flour mill he recently bot.

Fremont, O.—The Union Eltr. & Supply Co.'s new 10,000-bu. eltr. on the L. E. & W. R. R. was started July 1.

Bettsville, O.—W. L. Day has brot a third suit against the Pennsylvania railroad for the burning of his eltr.

Lewistown, O.—Robb & House have succeeded Felger Bros., who have re-

The National Ass'n Meeting.



A Snap Shot from the Bridge.

moved to Illinois and engaged in the grain business at Saunemin.

Norwalk, O.—Jenkins & Stryker have been succeeded here by F. A. Jenkins & Co., and at Huron by J. Stryker.

Sandusky, O.—Rosenbaum Bros. are overhauling their eltr. and installing a receiving leg of 6,000 bus. per hr.

Bellevue, O., June 30.—Wheat will make $\frac{1}{3}$; oats 125 per cent of an average. Corn is backward.—J. Biebricke.

Sandusky, O.—Rosenbaum Bros. have installed a new passenger eltr. in their eltr., bot of Skillin & Richards Mfg. Co.

Mt. Blanchard, O., July 1.—Going to have a large oats crop if weather sets in favorably from now on.—W. L. Bristoll.

Canal Winchester, O., June 30.—Wheat 75 to 80 per cent of an average crop.—C. P. Bauman, vice pres. Winchester Milling Co.

Old Fort, O.—The Farmers Protective Asso. has installed a wagon scale. It has no storage facilities; hence is irregular.

Morrill, O.—J. P. Barnhouse will be succeeded by the J. P. Barnhouse Co., July 15. J. P. Barnhouse will continue as manager.

Medina, O.—The Wood Co. has erected an eltr. and bot a 5-h. p. Howe Gasoline Engine and hopper, dormant and wagon scales of the Borden & Selleck Co.

Paulding, O.—The many friends of B. Herzer will regret to learn that he recently suffered a stroke of apoplexy. The eltr. of the Herzer Eltr. Co. has been sold.

Medina, O.—The Farmers Exchange Co. is erecting an eltr. and has bot a 28-h. p. Howe Gasoline Engine and an equipment of Howe Scales of the Borden & Selleck Co.

Gilboa, O.—The statement in this column, June 25, that N. F. Dean was doing a scoop shovel business is erroneous. Mr. Dean is buying in car lots, but only from regular dealers.

Celina, O.—Schunk & Beiersdorfer have succeeded to the Model Milling Co.'s grain business, paying \$7,500 for the eltr. The Model Milling Co. will continue the hay, feed and milling business.

Columbus, O.—C. O. Peters, inspector for the Ohio Grain Dealers Mutual Fire Ins. Co., was married June 26 at Kenton, O., to Miss Ester Hisey of that city. His many friends in the trade wish him much joy.

Maplewood, O., July 1.—What wheat is left standing is looking fine, but will be one week late in ripening; about one acre in 10 left standing. Corn is making a fine growth. Oats large acreage and looking fine.—L. W. Baker.

Bucyrus, O.—The Valparaiso Grain & Eltr. Co. has bot the eltr. of B. F. Lauck, who will retire from active business, in which he has been engaged continuously since 1859, with the exception of the time spent in the Union army.

Cleveland, O.—The Cleveland Grain Dealers Asso. will hold its 3rd annual picnic at Shattuck's Grove, Vermillion, July 27. All the retail feed dealers of the city will close up their stores. All grain dealers will be welcome.

Orient, O.—M. Hennessy was in Chicago this week and reported that owing to the use of poor seed not more than 2-3 of an average crop of oats wud be ob-

tained in his section. Corn is a large acreage, good stand and clean.

Columbus, O.—The Ohio crop report issued July 5 shows the acreage of wheat to be nearly 1,000,000 bus. short of the 10 years' average. The condition is 59 per cent. The condition of barley is 79 per cent, of rye 77, of oats 95 and of corn 83.

Dixon, O.—The loss on Singer Bros.' eltr. has been adjusted at the full face of the policies, \$4,700. The firm is rebuilding the house with 20,000 bus. capacity and hopes to have it completed in time for the coming oats crop, which looks promising.

Toledo, O.—The Produce Exchange has changed its rule on what constitutes a carload. When grain is sold by car loads without the specific quantity being named at the time of sale, a car load of wheat, corn or rye shall consist of 1,000 bus. each, and a car load of oats 1,500 bus.

St. Paris, O.—McMorran Bros. & Co. are converting their eltr. at St. Paris into a transfer house to handle 10 cars of track grain per day besides taking care of the farmer trade. The capacity will be 50,000 bus. The new equipment will include a purifying process and 60,000-pound scales.

Bellevue, O.—The Bellevue Grain Co. has sold its eltrs. at Colby, the Gravel Pit and this place to The W. H. Gardner Co. The new co. will take possession June 30. It will control eltrs. at Omar, Flatrock, Parkerstown, the W. H. Gardner eltr. at Bellevue, as well as the two of the Bellevue Grain Co., making six eltrs. in all.

Plain City, O., July 9.—Rain every day for two weeks. The wheat is ripe but it is too wet to get into the fields to cut. Oats have a very heavy straw, and if the rain stops now I do not believe there will be $\frac{1}{2}$ crop, for they are going down very bad, as I don't believe they can fill as they should. Corn is doing fine, but is very weedy in some places.—Hall & Noon.

Curtice, O., July 6.—Crops have been delayed very much on account of dry weather. Oats are very short, corn small, hay is very light and short, wheat is a total failure. Very nice showers of rain on the 4th and 5th, and crops are improving wonderfully. The late oats are getting along fine, and may turn out to be a fair crop. Corn is picking up and is looking well; a little short for this time of the season, but has good color. Very little barley was sown, and got in late and is short, about one-half of a crop.—H. G. Dehring.

Van Wert, O.—The T. S. Gilliland Grain Co. has been given a verdict for \$500 damages against the Cincinnati Northern Railroad for not furnishing sufficient cars in which to ship grain. On Jan. 19 the company made an application to the railroad for cars, and on Jan. 26 was given one car, with notice that the road could not furnish enuf cars to supply the eltrs. on its line, and that it could not give any encouragement. On Feb. 4 the company commenced suit for discrimination. On trial it was proved that a competitor had received 37 cars to one for the Gilliland Co. between Jan. 19 and Feb. 4.

TOLEDO LETTER.

The East Side Iron Eltr. Co. has installed a new 125-h. p. engine at their plant.

Thomas L. Keck, formerly Toledo representative for Wright, Bogert & Co.,

Chicago, has accepted a position with H. W. DeVore & Co.

It is rumored that Arthur M. Cronenberg will soon open a grain office in the Spitzer building.

S. C. Reynolds, who has been confined to his home for nearly a month by illness, is again on 'Change.

Harry Cuddeback, with John Wickenheiser & Co., has made application for membership with the Toledo Exchange.

George McCabe has not been on 'Change for the past ten days, being confined to his residence on account of a severe attack of rheumatism.

There are only a few thousand bus. of wheat in store in the public eltrs. Secretary Gassaway states that the stock is the lowest it has been for a number of years past.

Tiffin, O.—W. L. Day was awarded the verdict for \$13,000 in the suit against the Pennsylvania Railroad Co., the plaintiff alleging that his eltr. at Bettsville, O., which was destroyed two years ago, had been set on fire by sparks from an engine operated by the defendant company.

Middle Point, O.—H. G. Pollock, a well-known grain dealer of this place, has made an assignment, the liabilities being placed at \$11,000, with the assets a little less than that. Mr. Pollock lost heavily last season on account of his shipments being delayed during the congestion of railroad traffic.

The first cargo of wheat sent from this port this year was on June 30 to Buffalo by Reynolds Bros. and the United Grain Co. There were 60,000 bus. in the shipment. The first cargo of corn out of this port was sent a few days ago to Cuba by the United Grain Co., the lot being 12,000 bus.

Until just recently the weather has been too dry for the growing crops. For Toledo and northwestern Ohio only about one-eighth of the usual rain fell for the month of June. Farmers report corn as being about four weeks behind in usual growth for this time of the year. Very few fields of wheat have begun to turn yellow, however; those far advanced will allow harvesting to begin about the middle of the month.—H. D.

OKLAHOMA

Cushing, Okla.—G. D. Gaunt will install a 15-h. p. gasoline engine in his eltr.

Cordell, Okla.—The Cordell Mill & Elevator Co. has amended its charter, increasing their capital to \$50,000.—J. S. W.

Peckham, Okla.—The Farmers Co-operative Asso. incorporated as the successor of the Peckham Grain Co. Capital stock, \$3,000; incorporators, L. G. Muret and others.

Fairfax, Okla.—The Fairfax Grain & Eltr. Co. incorporated. Capital stock, \$7,500; incorporators, Henry McGraw of Perry, Thos. McGraw of Ponca City, Okla., and L. A. Wismeyer of Council Grove, Kan.

Fairland, I. T.—The Oswego Seed & Grain Co., of Oswego, Kan., has leased the eltr. of the Jas. Fall Eltr. Co. and has put it in shape to handle the present crop. It will be used both as a local receiving station and as a shelling and cleaning station for transit work. P. V. Sutton, who has bot for the company at that point for the past two years, will have charge.

PACIFIC COAST.

Portland, Ore.—The Pacific Grain Co. has been incorporated.

Portland, Ore.—Peterson, Smith & Pratt, incorporated, to do a grain commission business.

Kendrick, Idaho.—The Tacoma Grain Co. has retired from the business at this station, and Mgr. J. C. Bibb has taken a position as mgr. for the Kettenbach Grain Co. in place of Lewis Hunter.

Portland, Ore.—The steamship Arabia recently brot in from the far east 2,800 bales of burlap, an amount sufficient to make 3,000,000 grain sacks. The importation of grain sacks to all points on the Pacific Coast this season amounts to 13,300,000; and there are enuf held over from last year to make a total of 45,000,000.

PENNSYLVANIA.

PITTSBURG LETTER.

Oats, which held firm after other grains had gone off, have been forced to give way under the pressure of increased arrivals, and are lower. Receipts increased last week, while the market is dull and neglected by purchasers.

Shelled corn receipts keep up in ample proportions for all the demand. No. 2 yellow has declined about a cent and a half in the last ten days, and bids fair to weaken still more. Ear is also dull at a decline of one cent for top grade. Very little is used at this season of the year, but demand is lighter than the average for the season.

The new year of the Pittsburg Grain Exchange has opened auspiciously under the administration of Philip Geidel, Jr., the recently elected president, who is personally popular, and has been for so long an earnest supporter of the Exchange that his present position is one to which he is entitled both by qualifications and as a reward.

Business for the past two weeks in hay and grain circles has been dull, and there is no present prospect of betterment. That there is reason for this is indisputable, and the cause is found chiefly in the excellent business which characterized the earlier months of the spring and summer. The shortage failed to materialize, however, and now large buyers are stocked up, while consumption has not been able to make way with supplies fast enough to care for all arrivals.

John B. Daish, of Washington, D. C., claim agent of the National Hay Association, and the Grain Dealers National Asso., was in Pittsburg, a few days ago, and addressed the members of the Grain & Flour Exchange on the subject of the proposed new bill of lading which the railroads of the country are threatening to adopt. His remarks were adverse to the proposed change, and met with a sympathetic response from the audience Mr. Daish addressed.

Hay is very slow in all grades; under heavy receipts and light demand low grade timothy, clover and clover mixed are hard to place at any price. There is, of course, some call for No. 1 timothy, but even this grade is not grasped by purchasers with the vigor which characterizes its movement in times of more normal demand. Prices have fallen away, the decline during the past two weeks having been quite considerable, and consignments are held too long before selling to be profitable. During this pressure

too much can not be said in commendation of the actions of the leading receivers of this market, who are taking care of their shippers to the best of their ability, even to the extent of pocketing losses.

It was rather a disgusted lot of people who returned from the National Hay Convention, at St. Louis, to Pittsburg a few days ago; quite different from the hopeful, buoyant delegation which had left here for the Exposition city a week earlier. They did not find the St. Louis affair all their fancy had painted it, the glowing possibilities having been submerged in a sea of realities that was far from pleasant. "It was not that the convention was not all right so far as attendance was concerned," remarked one of the disgusted ones, "for there were hay and grain men there from all parts of the country, and plenty of them to have made an enthusiastic and profitable gathering. But it was impossible to get them down to business. The fair was right across the street from where we met, and the attractions of the other side of the street proved too great for business. Then our accommodations were something fierce. There is a picture of the hotel at which we stopped. Isn't it a beauty? But you ought to see the reality, and then have the experience we had. No carpets on the floors, no wash-stands, but unpainted and even unplanned boxes, while there was not such a thing as a wardrobe in the room, nails driven into the walls answering for that purpose. Clean towels were unknown, and when we distinguished ourselves by asking for some the look of surprise on the faces of the hotel people was greater than that of the poorhouse superintendent when Oliver Twist asked for more gruel. And all these accommodations for four dollars per day. Do you wonder we kicked?" This was about the sentiment expressed by all of the returned delegates.—H.

SOUTHEAST.

Newport News, Va.—The Chesapeake & Ohio Eltr. has again been placed in operation.

Richmond, Va.—The funeral services of the late Geo. A. Haynes were attended by the members of the Grain & Cotton Exchange in a body.

Birmingham, Ala.—The Hughes Warehouse & Eltr. Co. incorporated. Capital stock, \$25,000; incorporators, H. H. Hughes, E. C. Lewis, Thos. J. Felder, Thos. Taylor and Wm. Boyd.

John Hyde, chief of the bureau of statistics, in his report issued July 5 gives the condition of cotton June 25 as 88, compared with 83 a month earlier, and a 10-year average of 84.8. In the southeastern states the condition varied between 85 in Alabama and 92 in Florida.

SOUTHWEST.

Crowley, La.—Brooks & Clark have let the contract for a warehouse 150x150 ft.

The condition of cotton in the southwestern states on June 25 as reported July 5 by John Hyde, chief of the bureau of statistics, ranged from 87 in Indian Territory to 92 in Oklahoma.

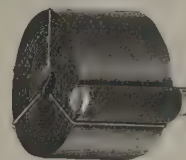
TENNESSEE

Memphis, Tenn.—The building occupied by Pease & Dwyer, grain dealers, was totally destroyed by fire July 4. Loss

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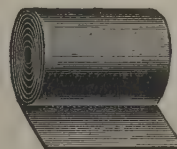
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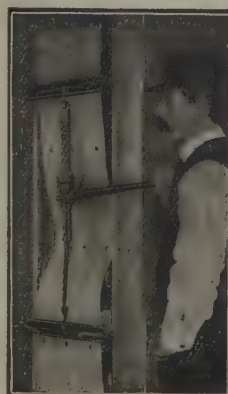
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on grain \$3,000, fully covered by insurance.

Kenton, Tenn.—The Reliance Milling Co. is erecting a large two story eltr. to be used in connection with its flour mills.

Nashville, Tenn.—The Hogan Grain Co. has been incorporated to do a commission business, which will be handled thru the Steel Eltr. & Storage Co., capital stock, \$10,000. The officers of this company will be located in West Nashville. Mr. Murray Hogan, who has for some time been vice-pres. of the Bell-Duff Grain Co. is at the head of this new company.

TEXAS.

Nevada, Tex., July 5.—Grain is moving very slowly as it rains most every day.—J. M. Smith.

Midlothian, Tex.—R. W. Dillard has sold his grain business here to the Waxahachie Grain Co.

Krum, Tex.—The addition to Bentley's eltr. is now completed. This increases the capacity to 15,000 bus.

Justin, Tex.—The Harris-Scotten Eltr. Co., of Chicago, has completed a 15,000-bu. eltr. here. J. H. Wilson will be the manager.

Dallas, Tex.—The executive committee of the Texas Grain Dealers Assn. held a meeting here on June 23. Freight rates were discussed.

Fort Worth, Tex.—The Empire Grain Co. is building a \$50,000 eltr. on the Frisco tracks in the western portion of this city. It will have a capacity of 100,000 bus.

Galveston, Tex.—The first wheat of the new Texas crop to be received here this season arrived at the Star Mills June 25, nine cars were unloaded, of this seven cars graded No. 2, of good milling quality and the balance one grade lower.

Waxahachie, Tex., July 6.—We have had lots of rain generally over the state and it insures a fine crop of corn; at the same time it is getting to be quite a serious matter on the unthreshed grain. We are very much afraid that quite a large percentage of both wheat and oats will be damaged more or less, even if it should clear up right away and remain so.—Waxahachie Grain Co.

Galveston, Tex.—Grain exports from Galveston during June amounted to 60,883 bus. of wheat, as compared with 1,329,680 bus. of wheat for June, 1903, as reported by C. McD. Robinson, chief inspector of the Galveston Board of Trade. Exports from Sept. 1, 1903, to July 1, 1904, were 11,154,654 bus. of wheat and 3,406,373 bus. of corn; compared with 12,317,976 bus. of wheat and 4,405,351 bus. of corn during the corresponding period of the preceding crop year.

TEXAS LETTER.

The Texas Millers Assn. held a meeting at Ft. Worth July 5.

Houston, Tex.—The Moore-Texas Rice & Canal Co. incorporated, \$500,000 capital stock, to build canals and grow and mill rice.

Texas may raise a large crop of good oats, but as long as it also raises the boll weevil the cotton growing states of the Southeast are likely to forbid their purchase. Louisiana and South Carolina have already quarantined against Texas oats and Georgia's legislature is considering a bill to forbid the sale of Texas oats in that state. However, Northern

markets will be open to Texas oats as usual and it may be that the railroads could be induced to take mercy on the Texas oat trade and help shippers to overcome distance. Exporters via Galveston could also use the surplus at a good price.

Every report on the corn crop situation is better than the previous one, and if Texas does not have the record year this season it will be on account of some unforeseen accident to the crop. The crop will make a very large yield per acre and the acreage is very large.

The Railroad Commission of Texas has made a ruling on the matter of milling in transit rates that is of interest. It has been customary on some lines in this state to haul the grain over their own line irrespective of mileage, and charge for the mileage hauled, though that be greater than the short line mileage. The Commission ruled that the short line mileage should apply in such cases, though the roads have the right to haul the grain over their own lines where they wish. This will materially reduce the rate on wheat to many milling points in the state from the large growing sections as from the Santa Fe points in the territory to Dallas, etc. It is only fair to state that some of the roads have for several years hauled on the short line rate.

The small grain this season is moving very slowly on account of the continued rains. Up to the present time only a small percentage of the wheat has been placed on the market as the roads have been in such condition that even the farmers who have their wheat threshed have been unable to get to market with it in many instances and in most cases the rain has delayed the threshing. The grain so far has not been damaged to any material extent and is grading very well. Prices are holding up and the demand is very strong. Mills are taking all that is offered, paying 80 cents for No. 2. Very close to this price is being paid not only at the mills but at country points. There is little likelihood that much of the Texas crop will get out of the state this season as the mills are nearly cleaned out and are taking all offerings.—J. S. W.

UTAH.

Salt Lake, Utah.—The annual banquet of the Salt Lake Grain, Flour and Produce Exchange was given at the Lagoon, July 1. Pres. Hyrum Bennion made an address, and the toasts were responded to in a happy vein by leading members of the Exchange. Mayor E. E. Rich spoke on "Successful Way of Growing Rye and Wheat;" Judge Bailey's topic was "The Grain Trade Forty Years Ago," and Senator Wm. M. Roylance told about "Political Honey; When and How to Use It." The generous menu included, besides Mumm's extra dry, corn juice, barley juice and rye juice.

WISCONSIN.

Milwaukee, Wis.—B. Stern & Son have let the contract for 9 additional grain storage tanks to the Barnett & Record Co.

Stockbridge, Wis.—A grain eltr., warehouse and coal shed are being erected by Proctor Bros. of Oshkosh, who have a boat line and will ship by lake only.

Adell, Wis.—L. E. Finnegan, who was formerly in the grain business at Random Lake, Wis., has bot ½ interest in the Degnitz eltr. and will commence shipping next month.—I.

Milwaukee, Wis.—Louis Fisk and Henry Kenetz, while at work on the eltr. being erected by the Barnett & Record Co. for the Atlas Mills, were severely injured recently by the fall of a stone.

Milwaukee, Wis.—Geo. B. Rait, formerly with Nye, Jenks & Co., of Minneapolis, Minn., has connected himself with the Milwaukee Eltr. Co., of Milwaukee, Wis., and will have charge of the Omaha and Northwestern lines in its barley department. He will call on all of his old friends after Aug. 1.

The annual meeting of the Wisconsin Shippers Assn. will be held July 21 and 22 at Milwaukee, with headquarters at the St. Charles hotel. The Wisconsin State Millers Assn. will hold its regular quarterly meeting at the same time and place. Secy. G. C. Julius Spoerri of the grain men and E. J. Lachman, secy. of the millers, are trying to get a reduced rate of fare for the meeting.

MILWAUKEE LETTER.

Receivers here are happy over the prospect of "bumper" crops in the territory tributary to this market. All of the reports received thus far have been most encouraging, and it is hoped that this season will afford some compensation for the losses of the two "lean" years that have passed.

Sound, dry samples of corn are eagerly sought for the local trade, but off-grades do not find ready takers. Rye is in active request; the oats market is steady and wheat continues about as it has been—the demand being good for choice samples and slow for inferior qualities. Seeds of all kinds sell well.

The number of trade organizations supporting the movement to secure amendments of the interstate commerce act was erroneously reported in the Journal. The number was stated by E. P. Bacon of Milwaukee as 295, and since has been increased to 304, all of which favor the Quarles-Cooper bill.

"Navigation has opened with a whoop," to quote the words of a lake captain who is waiting for his boat to load, and there are now more vessels here ready for service than can be accommodated. This condition is very gratifying to the shippers who, not long ago, fought for the privilege of using a lumber scow.

The movement for reciprocal demurrage, which has been gaining ground elsewhere, is being closely watched by those who take a leading part in solving similar problems here, and there will be something interesting to report before long. Remarks made at the convention on this subject stirred up many who had not previously given the matter much thought.

In addition to officials from the several leading terminals, many of the "lay" delegates to the convention were interested in the system of inspection and weighing, as practiced in this market; and some of these undoubtedly took away with them ideas that will be felt elsewhere, while suggestions made by the visitors are not unlikely to bear good fruit here, as time goes on.

Receivers here have been surprised to have inquiries made of them in regard to the value of wheat from the Pacific coast, and some of it has been handled at Minneapolis by their representatives. It is a long way for the grain to come. Occasionally a lot of barley from the far West is contracted for in this market,

[Continued to Page 59.]

Concrete Storage Elevator at Kansas City.

The illustration presented herewith shows the first four of ten concrete storage bins for grain which are being erected by the John S. Metcalf Co., for the Missouri Pacific Ry. Co., at Kansas City, Mo. The bins are to compose a storage annex in connection with a wooden working house of 270,000 bushels capacity, which has recently been completed for the railway company by the same contractors.

These bins are each 42 ft. in diameter and 80 ft. high, giving a capacity of 72,000 bushels each, or an aggregate capacity for working house and storage annex of approximately 1,000,000 bushels. The bottom of each bin is hopped to several

ing accomplished by means of special attachments at the bottom of the wire rope guides, which permit of uninterrupted upward movement.

Concrete makes an absolutely fireproof bin wall, and besides being indestructible, it does not deteriorate from exposure. Consequently no repairs are necessary, nor is repainting an attendant expense.

Those who have used concrete grain storage assert that not only does the grain keep in good condition when thus stored, but in many cases it seems to be actually improved by being kept in concrete.

The concrete bin walls can be built somewhat faster than cribbed walls, and where large storage capacity is desired, the cost of this construction is not much above that of wood. Small bins will cost



Four of the Concrete Storage Tanks Being Erected at Kansas City.

openings, through which grain is discharged by special belt loaders onto a 40-inch belt conveyor, which takes it to the working house. A belt of the same size in a steel gallery above the bins will convey the grain to them.

The entire construction shown in the half-tone is concrete. The foundations are floated on a concrete slab covering the entire surface of the ground beneath each bin. This slab is 47 ft. square, and is reinforced with steel rods.

On top of the slab the basement story, supporting the bins and grain above, is built of reinforced concrete, and is of especially heavy construction to sustain the immense load imposed upon it. It will be seen that enough openings have been left in the foundation walls to insure a well lighted basement story, which is also of ample height for the easy operating of the machinery for emptying the bins.

At the top of the foundation the circular bin itself is started. The bin-hoppering is of concrete, and the bin wall is made of a rich mixture of small stone concrete, reinforced horizontally by round iron bars and vertically by corrugated steel bars. The ends of the horizontal bars are joined by means of a convenient connection devised for this work.

The work on the bin-walls is carried on continuously, the forms being raised while being filled, and the concrete being mixed by a mechanical mixer and raised by steam elevators to a platform which moves upwards with the forms, this be-

slightly more proportionately than large bins, but not to such an extent as to make it undesirable to use concrete, even for country and mill elevators, where a small amount of fireproof storage may be required.

The bins may safely and economically be built in clusters, and the resultant interspaces used for storage.

The center of the production of the most important cereals—corn, wheat, oats, barley, rye and buckwheat—taken in the aggregate, is in Illinois, a few miles north of Quincy.

It is now a question of how small will become our visible supply before the turning point is reached, and what may be expected in the way of demand from the other side. The visible is now down to 16,343,000 bu, and in a few weeks promises to be below the minimum reached last year, which was 12,538,000 bu August 15. Of the 16,000,000 bu in the visible supply, over 11,000,000 bu is at Minneapolis, Duluth, Fort William and Port Arthur, Ont., leaving only 5,000,000 bu at all other points. The 7,000,000 bu of wheat in Minneapolis will all be wanted by the millers there, and the 4,000,000 bu at the other northwestern points will probably all go to interior millers, or be shipped East by lake. There will be no wheat available to replace this for almost three months, or until the new crop of spring wheat is harvested.—Edw. G. Heeman.

"Gold Bricks of Speculation"

By JOHN HILL, JR.

Member of Chicago Board of Trade.

A 500-page book in buckram explaining speculation and exposing bucket shop and "get-rich-quick" schemes. A book for the shipper, the farmer, the broker, the investor, the speculator, the lawyer and the student. Copiously illustrated. Price, \$2.18 postpaid.

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The greatest invention yet devised for keeping grain stored in elevators in condition. Saves its cost every month in the year. Once passing thru the machine equals a week's constant elevation. Can be installed in an elevator at a cost not much exceeding an ordinary cleaning machine. Parties having them in use say they are indispensable.

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Grain Purifying

For improving the condition and selling value of oats and feed barley should be as common as cleaning corn, and is certainly much more profitable. Many others do it, and you are throwing money away when you fail to do it.

We have been granted the only Process Patent ever issued by the United States Government for doing this work, and we can do finer work than was ever done in this branch of grain handling.

If you are interested, write us and we will send you descriptive circulars and samples of grain showing the results of purifying.

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Our "New Era" Passenger Lifts will not only save you money, but work and time. 10,000 grain men are using our lifts in nearly every state and territory. "Getting around" through your building can now be a pleasure. They don't cost much, and they will pay for themselves in a season. We will cheerfully send you full information. **SIDNEY ELEVATOR MFG. CO.** (Sole Mfgs.) Sidney, O.



Patents Granted

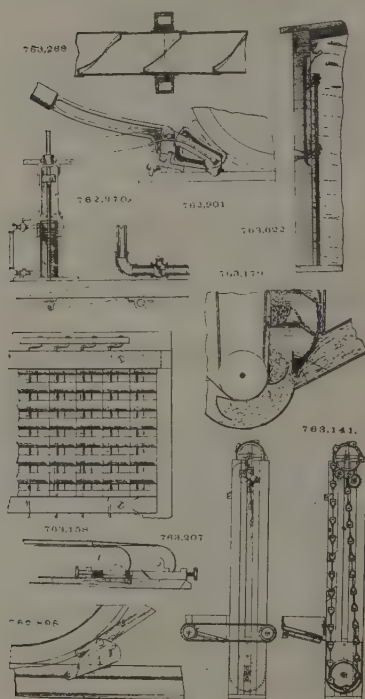
Conveyor. No. 763,896. Jos. C. Hoshor, Paterson, N. J.

Explosion Motor. No. 763,535. Rene Algrin, Paris, France.

Rotary Explosive Motor. No. 763,773. Chas. A. Marlitt, Portland, Ore.

Feed Mechanism for Explosive Engines. No. 762,965. Lester F. Washburne, San Francisco, Cal.

Vaporizer and Igniter for Oil Engines.



No. 762,960. Nelson L. Tuck and Wm. W. Tuck, Brooklyn, N. Y.

Exhaust Muffler for Explosive Engines. No. 763,626. Dore Ogden, Columbus, Ind., assignor of one-half to Koert D. H. Reap, Columbus.

Internal Combustion Engine. No. 763,819. Harry C. Waite, Milwaukee, Wis., assignor to the Waite Gas Engine Co., Milwaukee.

Conveyor. No. 763,268. (See cut.) Jas. M. Edwards, New York, N. Y. A spiral is fixed to the interior of a rotatable cylinder having collars running on roller bearings.

Car Mover. No. 762,898. (See cut.) Harvey J. Gehr, Waynesboro, Pa. The top and bottom of the rail head are gripped by a fulcrum piece, constituting a firmly adjustable support for the lever. The fulcrum piece is provided with an endwise curvilinear plate.

Grain Elevator. No. 763,179. (See cut.) Thos. F. Hall, Omaha, Neb. Where the spout enters the boot is a barrier near the rising buckets, controlling the flow of grain. The overflow from the buckets

drops on inclined plates and is fed into the spout at a point between its end and the barrier.

Adjustable Sieve. No. 763,158. (See cut.) Chas. Glosz, Webster City, Ia. The sieve surface is made up of a plurality of pivotally adjustable corrugated slats, forming channels, with intervening V-shaped ridges, the channels and ridges being bent to form straight, longitudinally extended surfaces, intersecting at an angle.

Grain Dump. No. 762,970. (See cut.) Frank Wilson and Richard A. Hilling, Manito, Ill. The platform of the dump connects with a piston within a cylinder containing a fluid, the flow of which is controlled by a valve permitting slow passage during the descent of the piston and quick passage during the rising movement of the piston.

Belt Conveyor. No. 763,207. (See cut.) John J. Ridgway, Rosebank, N. J. In addition to the belt supporting the material is a second belt traveling in the same direction and having fastened to it trough-shaped members to give the main conveyor belt the trough form. The two belts travel at the same speed and have independent take up devices.

Grain Car Door. No. 763,622. (See cut.) Wm. A. McGuire, Chicago, Ill., Antonie A. H. B. C. McGuire and John F. McGuire, executors. The guide rod of the car door has between its ends a bending portion reduced in sectional area compared to the main portion of the rod, a clenching portion at the end and a stop for limiting the extent of insertion of the pronged end in an opening.

Chain Bucket Elevator. No. 763,141. (See cut.) Harvey M. Barngrover, San Jose, Cal., assignor to Anderson, Barngrover Mfg. Co., San Jose. The buckets are maintained in an upright position when loaded by means of links in the endless chain having inwardly projecting studs engaging the buckets. The supply hopper has a movable bottom, which is given an oscillating motion by a cam shaft and sprocket and chain.

Car Mover. No. 762,901. (See cut.) Randolph F. Hageman and Jas. E. Hageman, New Madison, O. The car mover comprises a base having upstanding side members, a forward rail-engaging toe portion, and outwardly directed trunnions at its rear end, a heel member located beneath the rear portion of the base and provided with bearing sockets receiving the trunnions, the under side of the heel member having a transverse seat at the rear end thereof, rail engaging bits held within the seat and provided with upwardly converged inner sharpened edges to engage the sides of the head of the rail, a wheel engaging shoe pivoted at its forward end between the side members of the base and having a concaved upper edge to fit the periphery of the car wheel. The free rear end of the shoe is elevated on its pivot by a lever.

A facetious bull recently wired Ware & Leland from Columbus, O., that wheat was so rusty a white bull dog which chased a rabbit thru a wheat field came out an Irish setter. Next!

The prevailing system of gambling in futures, affecting the producer, manufacturer and consumer, is being investigated by the royal commission on food supplies and raw material, of the British Government.

Books Received

DRAINAGE CONDITIONS IN IOWA is Bulletin No. 78 issued by the Iowa State College, giving abundant testimony of the benefits of drainage in increased grain crops and lowered cost per bushel, with notes and tables on drainage engineering.

THE AUTO-SPARKER.—Users of gasoline engines will be interested in a booklet describing the Auto-Sparker, a dynamo which ignites the cylinder without the troublesome electric batteries. This machine occupies a space 10½x10x6½ inches, and is so powerful that besides igniting an engine it will operate 2 or 3 3-candle power lamps. The booklet will be mailed free of charge to readers of the Grain Dealers Journal on application to the Motsinger Device Mfg. Co., Pendleton, Ind. Illustrated; 31 pages.

Philip Geidel, Jr.

Philip Geidel, Jr., of Geidel & Dickson, has been honored by the dealers of Pittsburg, who recently expressed their respect for and confidence in him by making him President of that city's Grain & Flour Exchange.

A native of Pittsburg, Mr. Geidel has been identified with the city's grain trade



Philip Geidel, Jr., Pittsburg, Pa.

for 21 years, and for the last fifteen has been a director of the Exchange. He also served in the capacity of Vice-President and of Secy. at different times, so is thoroly familiar with the work of the Exchange, which no doubt will profit from his ripe experience.

Dodder is a serious pest in alfalfa fields. While there are occasional and decidedly less frequent complaints of dodder in red clover, the influence is naturally confined to the infested field, since clover sods are of short duration. The dodder seeds are so small that they will usually be overlooked; they vary in shape from nearly spherical to ellipsoidal and sometimes irregular and angular. The color of dodder seed is greenish or greenish gray, usually accompanied by scurfiness and roughening of the exterior of the seed.—Ohio Experiment Station.

Grain Carriers

Corn rates are down $\frac{3}{4}$ cent Chicago to Buffalo.

The lift lock in the Trent Canal at Peterboro, Ont., has just been formally opened. The lift lock raises a boat 60 ft. and obviates the construction of a long series of locks.

A crew of non-union grain shovelers boarded the steamer Owen at Chicago July 1 to unload a cargo of flaxseed; but the union scoopers threatened to make trouble and union men did the work.

Freight cars were delayed at destination an average of 1.67 days during the first quarter of 1904. Of this the roads are charged with having caused .36 of a day detention, and the consignees 1.32 days.

The Merchant Marine Commission, which has been holding sessions in different cities to gather opinion favoring a subsidy for ships in which American "trusts" have money invested, struck a snag at Chicago, where James A. Patten, an influential member of the Board of Trade, and a member of the firm of Bartlett, Frazier & Carrington, opposed the extension of aid.

Representatives of the lake lines and the eastern railroads met at Chicago recently and agreed to extend the rates on grain products until Sept. 30. The old differential of 2 cents in favor of the lake lines was allowed to stand. Traffic officials of western lines will meet soon to consider the alleged discrimination of 2 cents in favor of Duluth and Minneapolis under the foregoing agreement.

After feeling the grip of the Sailing Ship Owners International Union the grain exporters on the Pacific Coast have saddled the extra expense of the higher rate on wheat upon the producers of the grain. Only about one-tenth the usual number of ships has been chartered to arrive; and the exporters intend not to worry. They hope the tramp steamers will defeat the sailing ship owners.

Rates on all grain have been reduced to the uniform basis of 3 cents per bu. by the eastern trunk lines. This is a reduction of 1 cent on wheat, $\frac{3}{4}$ cent on corn and $\frac{1}{2}$ cent on barley. The Pennsylvania road has likewise reduced the rate from Erie, Pa., to Baltimore for export to 2.6 cents per bu. The new rates are effective July 1 to Aug. 31, and place the Atlantic seaboard ports nearly on a competitive basis with Montreal.

At a recent meeting of the Iowa Railroad Club, the general claim agent of one Northwestern road stated that during the last 6 years the number of claims made against the freight departments for damage and loss had increased 400 per cent, while the earnings of his company had increased only 50 per cent. Whether this state of affairs is due to the new determination of the shippers not to be imposed upon without protest, or to poorer service furnished by the roads, it is certainly a disgrace.

The transportation companies and the Produce Exchange have agreed upon a new system of handling grain at New York. Provision is made in the agree-

ment for the consolidation of shipments of grain of the same kind and grade without reference to ownership, after inspection and weighing, except that receivers of ex-lake grain shall have the right of electing to preserve its identity, and shippers shall have the right to elect to preserve the identity of all-rail grain, subject to uniform conditions to be made by the railroad companies. Differences between the railroads and the Produce Exchange shall be settled by a private Arbitration Committee. For its part, the Produce Exchange agrees to adopt and enforce new rules regarding the inspection and grading and weighing of grain. The railroads will issue guaranteed certificates for grain consigned to New York. Detailed schedules of elevator charges and rules are included in the agreement.

New Freight Tariffs.

A large number of tariffs have been recently issued by Western railroads, among the more important of which follow. It is only possible to give a brief description of each and to take but a few lines as exemplars. Shippers located in western states on the roads mentioned or those which traverse the same territory are recommended to make inquiries of their station agents in regard to the tariffs received this month, as there have been important changes affecting traffic in nearly all territory East of the Rocky Mts.

C. R. I. & P. Issued No. Am. 3-10389 A. Covering grain and products, seed and hay. From stations in Ia., Minn., Mo. & S. D. to St. Louis, East St. L., Hannibal & Louisiana, Mo. Effective July 5.

C. R. I. & P. 7599 B. Grain and products, and hay. From stations in Ia., Minn., & S. D. to Cairo, Thebes and Evansville for points S. E. Effective July 5.

C. R. I. & P. Am. 2-6728 G. Grain and products, and flax. From Kansas Cy., Omaha and common points to stations in Ill., Mo. & Ia. Effective July 5.

C. R. I. & P. Am. 3-13850. Grain. From stations East of Mo. R. to Eastern Termini. Effective July 5.

C. R. I. & P. 14194 A.; canceling 14194. Wheat. From Kansas Cy., Omaha and common points to Detroit and Toledo. Effective July 5.

C. R. I. & P. 13525 C. Grain and products and seeds. Minimum Weights. Effective July 4.

C. & N. W. Am. 9-1108. Permits milling in transit of corn that has been shelled in transit.

C. St. P. M. & O. 9999. Grain. From St. Paul and common points to St. Louis and E. St. L. Effective June 10.

Ill. Cent. Sup. 1-F. 2554. Grain. From Ill. stations to Louisville. July 4.

Ill. Cent. Sup. 7-D. 4189. Grain, seeds and hay. From stations on M. & St. L. R'y points to Cairo, for points S. E. July 6.

S. W. Tariff Committee. Sup. 9-32 B. Grain and products and hay. From St. Louis etc. to Texas points. June 23.

U. P. Sup. 2-8940. Grain and products and flax. From stations in Neb., Kan. & Colo. to Chi., St. L., St. P. and common pts. July 6.

Western Trunk Line Committee. Am. 17-475. Corn and oats. From St. Paul and common points to Middle and Western States Territory. July 1.

The dealer who accidentally spilled his asafetida in Nathan Lederer's grip at the Milwaukee meeting of the National Assn. can get same by calling on Mr. Lederer.

The Best Car Mover

moves any size car, loaded or empty, with ease, under any ordinary condition. Works under the brake beam. Shipped promptly to responsible parties on 30 days' trial. Never had one returned. No elevator equipment complete without one.

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will bring you a better price when sold in the form of ground feed, then too, you save the freight besides. A

MONARCH MILL
is specially adapted for this class of work
You can see for yourself, if requested we will ship you a Monarch Mill on trial.

SPROUT, WALDRON & CO.
P. O. 260. Muncy, Pa.

New Grain Elevator Schedule.

The Standard Grain Eltr. Schedule adopted by the stock fire insurance cos. in April 1901 has been revised, but will not be applied to the Minn. & Dak. field. As revised it follows:

Elevator Building. To be brick, stone, or frame covered with tile, metal or slate, (except driveways.)

Roof. Roof to be metal, slate or composition.

Foundation. To have substantial stone foundation supporting elevator building. Belt, Drive and Stairs. To be in tower outside with two hatches, one at top and one at bottom.

Fire Protection. To be protected by city water hydrants within 300 feet, or to have fire pump; supplying hydrant and 100 feet of 1½ or 2-inch hose sufficient to reach all parts of grade floor.

STEAM POWER.

Boilers and Boiler Stack. Boilers to be in brick boiler house 25 feet distant or in frame boiler house 40 feet distant. Boiler stack to be brick.

A Basis rates\$1.50

DEFICIENCY CHARGES—(Cumulative). (To be applied to elevator building, boiler and (or) power room within 25 feet (if both deficient make but one charge) which are to be classed as one risk and take the same rate.)

Building and (or) Cupola. If not as per standard, add 10.

Roof. If shingle or board, add 15.

Foundation. If without stone foundation, add 10.

Belt Drive. (a) If inside open drive to top of house, add 15; (b) If inside, cut off by at least two hatches between bottom of shaft and cupola floor, add 05.

Cleaning and Clipping Machines. If inside; or in addition not cut off by brick wall and fire door, add 15.

Corn Sheller and (or) Feed Grinding Machinery. If inside, or in addition not cut off by brick wall and fire door, add 25. Note—No charge for flax reels or hand power machinery.

Dust or Cob Room. (a) If inside elevator building or attached thereto; or in adjoining boiler house not cut off by brick wall and fire door and patent dust collectors not used, add 15; (b) If outside and detached within 25 feet in frame room, add 10.

Condition. Dirty, lack of care, accumulation of cobs, chaff or dust inside or exposing building, add 10 to 50.

Fire Protection. (a) If city water hydrants not within 300 feet, or without fire pump, add 15; (b) If without approved hydrant and hose equipment on grade floor, add 10.

Boilers. (a) If boilers in main building not cut off, add 1.50; (b) If boilers in frame addition without brick wall, and fire door cut off, add 1.00; (c) If boilers in frame addition with brick wall and fire cut off, add 30; (d) If boilers in frame boiler house detached and within 20 feet of elevator building, add 75; (e) If boilers in frame boiler house detached over 20 and under 40 feet from elevator building, add 30.

Note—Brick veneered, brick lined or ironclad, deduct 10 cents from items B to E, and if with approved fire shutters, deduct 5 cents additional from same items.

(f) Boilers in brick addition without fire door cut off, add 70; (g) Boilers in brick room detached and within 5 feet of elevator building, without fire door or shutter cut off, add 50; (h) Boilers in brick addition (or within 5 feet) with fire door or shutter cut off, add 15; (i) Boilers in brick room detached over 5 and under 10 feet from elevator building without fire door or shutter on side exposing elevator, add 25; (j) Boilers in brick room detached over 10 and under 25 feet from elevator building without fire door or shutter on side exposing elevator, add 15.

Note—Where adjoining brick boiler house has frame wall between it and the elevator building, add 10 cents to items F and G.

Fuel. If shavings, corn husks or chaff used for fuel in room, not fire-proof, or without automatic dust feed (no charge for brick boiler house over 10 feet distant or frame boiler house over 25 feet distant), add 10.

Boiler Stack (Iron). (a) For iron stack inside elevator building, add 50; (b) For iron stack through roof of adjoining brick or frame boiler room not approved; or breaching from boilers not safely arranged, and without brick wall and fire door cut off, add 25; (c) For iron stack through

roof of adjoining brick or frame boiler room with brick wall and fire door cut off; or safely arranged; or through roof of detached boiler house, add 10; (d) For iron stack on brick base less than 1 foot above roof of boiler house without brick wall and fire door cut off, add 10.

Exposure. For exposures add as per Mercantile tariff of exposure charges. No exposure charge should be made to elevator from corn cribs, dust rooms, open sheds, boiler or power rooms or small outbuildings not considered an exposure which should, when within 25 feet, take the elevator rate.

Objectionable Features. (General arrangement not desirable, old style, not built for the economical handling and transfer of grain; steam pipe grain dryer occupancy; corn sheller inaccessible; other occupants; cob burner exposure; submit), add

GASOLINE POWER—Pump feed engine to be in brick room adjoining and communicating by fire door; or in frame iron clad or brick veneered room, 10 feet or more distant—the supply tank to be underground, 5 feet or more distant; or above ground, 20 feet or more distant from elevator building, addition or driveways.

GAS POWER—Engine to be in brick room adjoining and communicating by fire door; or in frame, iron-clad or brick veneered room, 10 feet or more distant from elevator building, addition or driveway.

HORSE POWER—No horses to be stabled or fed inside elevator building, additions or driveway or within 20 feet thereof.

ELECTRIC POWER—Electric motors to be in brick room, outside; or if in frame room to have brick wall and fire door cut off to elevator building, addition or driveway.

BASIS RATES.

B Gasoline or Gas Power.....\$1.25
C Cable or Shaft Power.....1.25
D Horse Power1.25
E Electric Power1.25

DEFICIENCY CHARGES—(Cumulative). (To be applied to elevator building and power room within 25 feet (if both deficient make but one charge) which are to be classed as one risk and take the same rate.)

Building. If not metal or slate clad (except driveways), add 10.

Roof. If shingle or board, add 10.

Foundation. If without stone foundation, add 10.

Belt Drive. (a) If inside open drive to top of house, add 10; (b) If inside, cut off by at least two hatches between bottom of shaft and cupola floor, add 5.

Cleaning and Clipping Machines. If inside or in addition not cut off by brick wall and fire door, add 15.

Corn Sheller and (or) Feed Grinding Machinery. If inside or in addition not cut off by brick wall and fire door, add 25.

Note—No charge for flax reels or hand power machinery.

Fire Protection. If city water hydrants not within 300 feet, add 10.

Gasoline or Gas Power. (a) If engine inside elevator building, pump feed, add 50; (b) If engine has gravity feed, add 75; (c) If engine house is frame, adjoining or within 10 feet of elevator building, and pump feed, add 30; (d) If engine has gravity feed, add 50; (e) If engine house is brick lined, or iron clad or iron lined, adjoining or within 10 feet of elevator building and pump feed, add 25; (f) If engine has gravity feed, 40; (g) If engine house is brick and communicating with elevator building, without fire door and pump feed, add 15; (h) If engine has gravity feed, add 30; (i) If gasoline supply tank is inside elevator building, add 50; (j) If gasoline supply tank is within 10 feet of elevator building and above ground, add 25; (k) If gasoline supply tank is over 10 and under 20 feet from elevator building, and above ground, add 15; (l) If gasoline supply tank is within 5 feet of elevator building and under ground, add 10.

Note—Items j, k and l are extra charges for location of gasoline supply tank and apply to the storage of gasoline as well as tank supplying engine.

Horse Power. If horses are stabled or fed in elevator building or within 20 feet thereof, add 50.

Note—The above charge is to be made in all cases except where the following endorsement is attached to and made a part of policy form:

It is hereby mutually understood and agreed between the assured and this com-

pany that in consideration of the reduced rate at which this insurance is written, that the insured warrants and agrees that during the term of this policy and of certificates issued hereunder, no horse or horses shall be stabled or fed in any elevator building or additions described (in schedule attached hereto, except buildings at.....

and it is mutually agreed by and between the assured and this company that any violation of this agreed warranty shall void this policy and cause a forfeiture of all assured's claims for loss at any location where such breach of warranty occurs.

Electric Power. (a) For electric motors inside elevator building or in frame addition without brick wall and fire door cut off, add 10; (b) If power obtained from railway trolley, add as per rules.

Exposure. For exposures add as per Mercantile tariff of exposure charges. No exposure charge should be made to elevator from corn cribs, dust rooms, open sheds, or power rooms or small outbuildings not considered an exposure which should, when within 25 feet, take the elevator rate.

Objectionable Features, add

FRAME WAREHOUSE—(Without Power). F Basis Rate, \$1.25.

DEFICIENCY CHARGES—(Cumulative). Building. If not metal clad, add 5.

Roof. If shingle or board, add 5.

Exposure. For exposures add as per Mercantile tariff of exposure charges.

Objectionable Features, add

Grain Rate. Annual grain or schedule

or floating grain 25 cents less than building rate.

Corn Cribs. Annual rate 40 cents, add for exposures. No general grain schedule should include corn cribs unless the same is written at warehouse rates.

The Term "Elevator Building" is intended to include and apply to all additions and driveways.

Note 1. Elevators or warehouses having a capacity in excess of 75,000 bushels shall not be included in floating grain schedule or insured under floating grain form.

Note 2. In adjusting the rate on floating or general policies the total capacity of all the elevators or warehouses in any given schedule, whether used or not, must be charged for according to the foregoing tariff.

Note 3. All cancellations of insurance on grain elevators or warehouses and contents shall be at short rate of full schedule rate.

Boiler and Power Rooms. Brick, detached over 25 feet; and frame detached over 30 feet can be rated on a basis of \$1.00 for brick and \$1.50 for frame, with additions for deficiencies as per schedule, omitting charges under item No. 10.

Specific Insurance. Separate items should cover boilers and engines and all electric apparatus.

Application of Schedule. This schedule not to be applied to "Terminal" or other elevators rated under specific schedules. Cable Power Basis should only be applied when boiler or power rooms are located beyond maximum distance described in the standard for each class of power.

The Spanish customs tariff prepared by the customs committee provides for an ad valorem duty of 1 per cent on natural products, of 5 to 15 per cent on products similar to those of Spain.

The Siberian railroad traverses enormous tracts of splendid wheat country, and, no matter how this war ends, that country will be settled and improved, and will send vast quantities of wheat to market. It is from these regions, so close at hand, that China and Japan will draw their supplies of wheat. The advantage to the United States will be less direct. It will lie in the fact that this Asian demand for wheat will take up the Siberian supply, and keep it from being sent to Europe, and thus will preserve the European market for us from an interruption of Siberian wheat. In that way, and in that only, is the change of food in the far East likely to benefit the United States.—New York Tribune.

Frank E. Gulick.

Frank E. Gulick, who ten years ago started to work for Requa Bros., has after nine years experience with other Chicago firms, returned to Requa Bros. as manager of their Receiving Dept. He

was with Montague & Co. seven years, and during the last two years has had charge of the Calumet & Western Eltr. Co.'s western interests.

His continued advancement is a fair index of his ability and perseverance, which his large circle of friends insist fully entitle him to his latest promotion.



Frank E. Gulick, Chicago.

FIRE INSURANCE

MILL OWNERS MUTUAL FIRE INSURANCE CO.

Des Moines, Iowa.

Insures Mills, Elevators, Warehouses and Contents. Oldest Flour Mill Mutual in America. Saved to Members nearly \$1,000,000.

J. C. SHARP, Secretary, Des Moines, Iowa.

Millers' Mutual Fire Insurance Association of Illinois.

ALTON, ILLINOIS.

"In times of harvest lay aside a portion for a rainy day." Isn't that good advice? Well then, carry your insurance in this Company. In twenty-seven years of Underwriting we have saved about one-half of the cost of insurance to Policy-Holders. Think of what that means. Instead of paying \$100 a year only \$50. Isn't that good practice?

Cash Assets\$ 167,000.00

Net Cash Surplus..... 97,000.00

Deposit Notes..... 1,025,000.00

We write mills, elevators, grain warehouses and stock in them, for a long or short term as required. Write to our office and see for yourself.

D. R. Sparks, Pres. A. R. McKinney, Secy.

Indiana Millers Mutual Fire Insurance Company

OF INDIANAPOLIS, IND.

MILLS AND ELEVATORS ONLY

Purely Mutual.

E. E. PERRY, Secretary.

Grain Insurance

AT ACTUAL COST

Furnished by

Elevator Owners

who exchange indemnity with each other.

Arrange Now

For Insurance for the
coming season

Write for information

U. S. EPPERSON

Attorney and Manager

407-8-9 Kemper Bldg., Kansas City, Mo.

MICHIGAN MILLERS

MUTUAL
FIRE INSURANCE CO.,
LANSING, MICH.

23 Years

Successful Business

50% DIVIDENDS

Assets\$1,500,000.00

Losses Paid 1,000,000.00

Net Cash Assets 280,000.00

INSURES FLOUR MILLS, GRAIN AND ELEVATORS.

Reliable Insurance...

On Modern elevators and Contents can be secured at about one-half the rates charged by stock companies by addressing

MILLERS NATIONAL INS. CO.

205 La Salle Street, CHICAGO, ILL.

Chartered 1865 Assets, \$3,380,676.56

Net Cash Surplus, \$466,594.95

W. L. Barnum, Sec'y.

GRAIN DEALERS, ATTENTION!

Do not overlook the name "Grain Dealers" when writing to the

GRAIN DEALERS

NATIONAL MUTUAL

FIRE INSURANCE COMPANY INDIANAPOLIS, IND.

The name is important and means much to policy holders and as much to those who are about to renew, or to place their insurance.

Insuring property of grain dealers only, we give better service at less cost than you have been paying.

Our proposition is simple and interesting to all grain dealers.

Send us the dates your present insurance expires and let us talk to you, but do not omit the words: "Grain Dealers" when writing. You should have our Rate Specifications if you are going to build or remodel.

C. A. McCOTTER, Sec'y.

The American Shippers' Asso.

Opposition to the uniform bill of lading which the railroads threaten to impose on shippers Oct. 1, culminated in the organization of the American Shippers' Asso. at Chicago June 23.

Prominent members of the grain trade and many representatives of large manufacturers were present. John B. Daish of Washington, D. C., was chairman, and after permanent organization was effected he was elected President.

The delegates denounced the uniform bill of lading as a subterfuge of the railroads to raise rates 20 per cent and enable them to evade responsibility as common carriers.

Members of the asso. will appear before the western classification committee to protest against the adoption of the proposed bill.

Supreme Court Decisions

A shipper cannot allege fraud or mistake in bills of lading prepared by himself.—*M. H. Bessling & Co. v. Houston & T. C. Ry. Co.* Court of Civil Appeals of Texas. 80 S. W. 638.

Where a common carrier accepts freight without special contract as to the rate to be charged, the law implies an undertaking to charge the usual rate.—*Thomas v. Frankfort & C. Ry. Co.* Court of Appeals of Kentucky. 76 S. W. 1093.

In a suit to fix the landlord's lien on the proceeds of a sale of the tenant's crop, if the rent claim and its amount are not established by proper proof, judgment for plaintiff will be reversed.—*Judge v. Curtis.* Supreme Court of Arkansas. 78 S. W. 746.

Whether a contract for future delivery of grain is valid or not depends on whether there is an intention actually to deliver or receive the commodity at a future time, or whether the intention is merely to settle differences according to the fluctuations of the market price.—*Lane v. Logan Grain Co.* Kansas City Court of Appeals, Missouri. 79 S. W. 722.

One who received cotton from his debtor, and applied the proceeds thereof to the debt, and gave a receipt, but was afterwards forced to pay such proceeds to one holding a landlord's lien on the cotton, might, notwithstanding the receipt, enforce repayment from his debtor.—*Ball, Brown & Co. v. Sledge.* Supreme Court of Mississippi. 35 South. 447.

Where a railroad company violated Rev. St. 1899, §§ 1133, 1134, prohibiting discrimination in freight charges, one damaged thereby is entitled, under the express provisions of section 1140, to recover three times the amount of his damage, and a reasonable attorney's fee, to be taxed as part of the costs.—*Cohn v. St. L., I. M. & S. R. Co.* Supreme Court of Missouri. 79 S. W. 960.

A railroad company is not bound by the assent of its station agent to a shipper's written instruction as to the selection of a connecting carrier, when the agent told the shipper that the office at H. (the terminal) generally took their own route, and would not pay any atten-

tion to him.—*M. H. Bessling & Co. v. Houston & T. C. Ry. Co.* Court of Civil Appeals of Texas. 80 S. W. 638.

A lessor whose lease gave him title to the growing crops until harvested, and who also took a chattel mortgage on the crops, did not waive his lien under the mortgage by taking possession of the property, even though such taking possession was not authorized by the terms of the mortgage.—*Summerville v. Stockton Milling Co.* Supreme Court of California. 76 Pac. 243.

Where the agent of a landlord, with authority, actual or apparent, to waive the statutory lien on a tenant's crops, consents unconditionally to the sale of certain timothy, and to the discharge of the lien, the purchaser cannot be held liable for the value of the timothy, although the waiver was without consideration.—*Wimp v. Early.* Court of Appeals at St. Louis, Mo. 78 S. W. 343.

A custom of bank cashiers to draw on their own banks to pay their personal indebtedness would be contrary to law, and could not affect the legal consequence that a payee of drafts so drawn, who knew that the funds were to be applied on the cashier's personal transactions, would be liable to repay the same to the bank.—*Kitchens v. J. H. Teasdale Commission Co.* St. Louis Court of Appeals, Missouri. 79 S. W. 1177.

Where a bill of lading expressly stipulates for delivery to the consignor or his assigns, evidence that, according to the rules and customs of all railroads, a bill of lading, written as it was, would be considered to authorize delivery by the carrier to the consignee without production or surrender of the bill of lading, is inadmissible.—*Grayson County Bank v. Nashville, C. & St. L. Ry.* Court of Civil Appeals of Texas. 79 S. W. 1092.

Where the mortgagees testified that they never gave the mortgagor or any other person any authority to sell the mortgaged crop, and such evidence was uncontradicted, and there was no evidence of any intent on the part of the mortgagees to allow the crop to get beyond their control, or permit the sale thereof, the issue of consent by the mortgagees to the sale by the mortgagor was properly withdrawn from the jury.—*Zorn v. Livesley.* Supreme Court of Oregon. 75 Pac. 1057.

In an action by a landlord against a tenant on account for rent and advances, to which a firm was made defendant, and charged with the conversion of a part of the tenant's crop on which plaintiff claimed a lien, a judgment for the plaintiff against the firm cannot be sustained, where the evidence showed that the sale on which the charge of conversion was predicated was to an individual, and there was no evidence showing that the individual was a member of the firm, or that the product sold was ever in the possession of the firm.—*Tucker, Zeve & Co. v. Thomas.* Court of Civil Appeals of Texas. 80 S. W. 649.

Laws 28th Leg. (1903) p. 93, § 1, provides that all railroads in Texas shall be required to build sidings and spur tracks sufficient to handle the business tendered such railroads, when ordered to do so by the Railroad Commission; and section 2 confers on the Railroad Commission power to require compliance with section 1, under such regulations as the commission may deem reasonable. *Held*, that the language, "the business tendered such rail-

way," in section 1, referred to the freight and passenger traffic coming to the railway from the public for transportation as a public highway, and that such section did not require railway companies to construct "switches and spur tracks" away from their line of railroad to accommodate individual interests.—*Railroad Commission of Texas v. St. L. & S. W. Ry. Co.* Supreme Court of Texas. 80 S. W. 1141.

In the suit of *McLane, Swift & Co.*, of Battle Creek, Mich., against the *Botsford Elevator Co.*, of Port Huron, Mich., the Supreme Court of Michigan on June 7 reversed the decision of the circuit court. Plaintiff shipped certain oats to certain eastern cities, under contract with defendant to clip the oats at its elevator en route and reship them on the original bills of lading. While the oats were in defendant's elevator, and before they were clipped, the building and the oats were accidentally destroyed by fire, and plaintiff's evidence tended to show that, if defendant had faithfully performed its obligation to clip the oats, they would have been shipped from the elevator before the fire occurred. *Held*, that defendant's neglect to clip and ship the oats having no direct relation to their destruction by fire, was not the proximate cause thereof, and therefore did not render defendant liable for their loss.—99 N. W. 875.

In reversing the decision of the circuit court of Douglas County, in the suit of the *Omaha Road* against the County, the Supreme Court of Wisconsin on June 10 affirmed the principle that railroad elevators are not subject to taxation by the local authorities. This defeat probably will put an end to the harassing attempts of the politicians of Superior, Wis., to levy unjust taxes and force an obnoxious inspection upon the elevator proprietors and grain dealers. Part of the syllabus follows: 2. Where a railroad company depending largely on coarse grain to furnish traffic for its cars in one direction found it could not profitably transport such grain and deliver it for further water transportation without an elevator controlled by it at the water's edge, and thereupon constructed such an elevator solely as a means of effectively performing its duty as a common carrier, and without any purpose of conducting a storage business or realizing any direct profit from the operation of such elevator, which it rented to certain grain buyers, who elevated and stored grain transported over plaintiff's railway at cost, and after the first year paid no rent therefor, such elevator was "necessarily" used in the operation of the railroad, within Rev. St. 1898, c. 48, § 1038, subd. 14, exempting property necessarily used in the operation of a railroad from taxation, though there were sufficient elevator facilities at the point in question to have cared for the grain transported by such railroad. 3. The fact that during certain years specified, little, if any, grain was transported over plaintiff's railroad to such elevator by reason of a failure of crops in the country tributary to such railroad, and that during such years the persons in charge of the elevator used the same for the storage of grain purchased by them and received over other railroads, did not render such elevator liable to taxation for such years.—99 N. W. 1030.

The export grain traffic on the Northwestern Railway of India has become so heavy that the consequent delay in the movement is causing great loss. Thousands of bags of wheat are rotting.

Juggling Export Rates at Galveston.

A St. Louis railroad official who visited Galveston recently to investigate the manipulation of export grain rates at that port, writes the following letter:

"The movement of grain from Missouri river points billed to Galveston for export via Kansas City Southern and Gulf and Interstate (which has been considerable since Jan. 1), is all being delivered locally (for domestic use) by the latter road at Galveston. The most of this has been consigned to the — Grain Co., and to — company, — neither of which firms engage in regular export business. The — Grain Co. operates an uptown warehouse and leases a small eltr, located on the — tracks, known as " — eltrs." This place is remote from wharf and provided with no facilities for loading into ships. The — company occupies an uptown warehouse which they use as a storage house and salesroom. They do a large local trade. It is to these warehouses and to various team tracks that delivery is being made by the Gulf and Interstate on export rates.

"Besides its effect on the Galveston local situation, I find these dealers, particularly the — Grain Co., re-consigning much grain to interior Texas points; it is presumably the Gulf and Interstate grain, as that movement seems to have been their chief source of supply for some months past. Expense bills covering grain received from Texas and interstate points during latter part of 1903, and coming barely within six months' limit, are being applied, thus obtaining outbound rates on R-C basis ranging from 3 cents for Houston and nearby points, to 7 cents for farther distant territory. So you will see that this manipulation may affect some adjacent territory if continued.

"From the fact that I failed to find in Galveston any record of several cars billed from Kansas City for there, I am of the opinion that some of this business is being stopped at Beaumont or other points on the Gulf and Interstate.

"Aside from this particular movement, Galveston dealers are prolific in schemes by means of which they too frequently

secure export freight rate on shipments arriving via other lines. For example:

"A dealer purchased two cars on track from one of the regular exporters. Possession of same on export rate was secured by ordering the cars to Southern Pacific docks for a certain steamer, and after their arrival there, transferring into other line's equipment and switching back to warehouse where local delivery was made without the knowledge of the line over which the grain had moved into Galveston. The difference between export and domestic freight in this case was \$87 per car, so you can see he was still benefited to a considerable amount, even after going to some extra trouble and expense in switching, etc. In another case, two cars billed at export rate and prepaid on that basis, were delivered locally.

"The domestic and export rates to Galveston from all Texas points are equal, while the domestic rates from interstate points are much higher than export rate. There is, therefore, quite an incentive to list all interstate receipts as export, using the state grain to offset any deliveries for local consumption. Eltrs. "A," "B" and "Sunset" have been since Jan. 1, loading out large quantities locally for the Star mills and in cars for shipment to Texas mills, and it is a singular fact that in obtaining releases for this eltr. people invariably represent it as Texas grain and surrender expense bills showing Texas origins to cover. On 130,000 bushels transferred from "A" and "B" to Star mills, I discovered, and am able to show, that it is of a grade not commonly grown, if at all, in the state of Texas; yet on every pound Texas billing was applied. If interstate billing were applied there would be additional revenue due the lines of at least 10 cents per 100 pounds.

G. H. Hubbard.

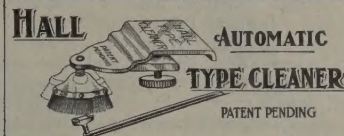
In selecting G. H. Hubbard as its president at its recent annual meeting, the Illinois Grain Dealers Assn. secured a staunch supporter of the organization, who is actively engaged in the business, having been manager of the Mt. Pulaski Grain Co., Mt. Pulaski, Ill., since 1896. The company operates elevators at Mt.

Pulaski, Chestnut, Cornland, Latham and Narita. Mr. Hubbard was born on a farm in Logan County, Ill., in 1865.

SPEAR SAMPLE ENVELOPES

do not burst, break or leak. They deliver grain samples to destination intact and in good condition. Samples upon application.

Manufactured by Heywood Mfg. Co.,
Minneapolis, Minn.



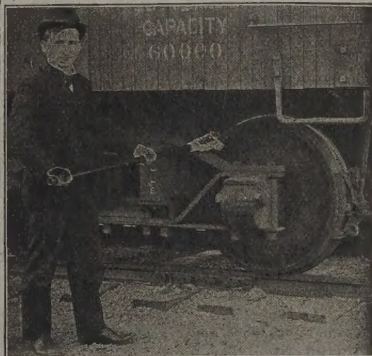
Absolutely cleans the type of any typewriter of the basket pattern. Clean fingers, sweet temper and clean type.

PRICE, \$1.00, POSTAGE PAID

In ordering please mention make of machine

ALFRED HALL, The "Office Supply Man"
177 La Salle St., Chicago

"The Special Car Mover" IS PUTTING IT MILD "The Special Train Mover" IT SHOULD BE STYLED



SHIPPED ON TRIAL

Does not work on rail and expend its power at nearly dead center, but has advantage of full length of crank or radius of wheel. Moves a car 6 to 12 inches at each stroke on a level track. Price \$5.00 F. O. B. Odebolt, Iowa. Shipped C. O. D., subject to 10 days' trial and acceptance.

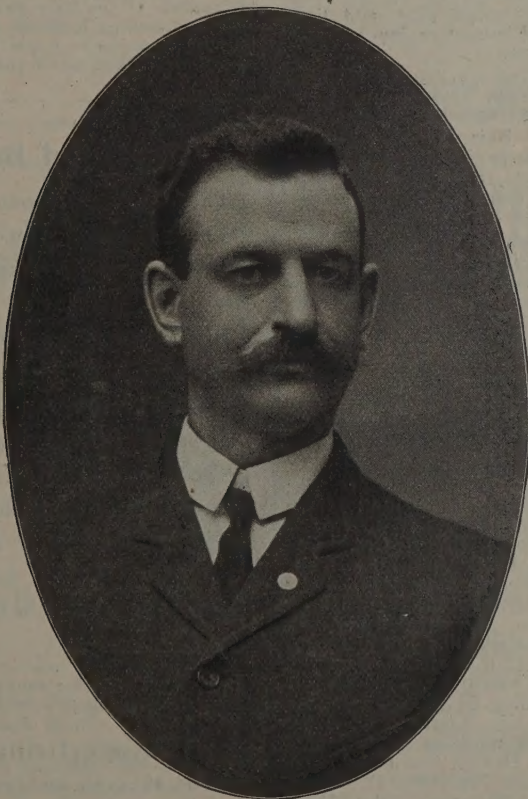
THE CONVEYOR CAR LOADER

Leads in its line. Carries grain from chutes that are low down and any distance from track. The new plan rope-drive connections furnished solves problem of loading from any number of chutes. Shipped on trial.

THE INCLINE ELEVATOR AND DUMP

and Storage System is the best and cheapest ear corn and small grain storage. Grain dealers, feeders and farmers plants solve the problem of cribbing ear corn, etc., without shoveling. Attracts the most profitable part of the business. Write for full particulars.

IOWA GRAIN & MFG. CO., Odebolt, Ia.



G. H. Hubbard, Mt. Pulaski, Ill.

Seeds

Fred M. Warner, secy. of State, Lansing, reports the condition of clover sowed this year in Michigan as 82 per cent on July 1.

Wm. Jacot, M. H. Duryea, Ernst Wehncke and W. F. Randolph have been appointed the seed committee of the New York Produce Exchange for the ensuing year.

"The Vitality and Germination of Seeds" is the title of Bulletin No. 58, containing 96 pages of interesting information, and published in a pamphlet by the U. S. Dept. of Agriculture.

Michigan clover crop will be very short. At least that is the outlook, from what 35 or 40 Michigan shippers reported at the annual meeting held Thursday, at Lansing. Indiana talks same way. Not so many complaints from Ohio. Fair reports come from Illinois and Missouri, while Wisconsin has poor prospect in some sections; fair in others. Canada says crop will be short. Europe also sends reports of crop being winter killed in many places.—J. F. Zahm & Co.

The few fields of trifolium show an average swathe. There is plenty of stuff to cut in the fields laid down to sanfoin, but, unfortunately, in the majority of instances a lot of coarse grass is intermixed. Mixtures look promising, and, although not much red clover has as yet been cut, the swathe will be a good one; generally speaking white clover, in many places, shows plenty of bloom, and ought to yield a good crop of seed when the time comes.—London Corn Circular, June 20.

Chicago received during the week ending July 9 143,600 pounds of timothy seed, no clover seed, 73,360 pounds of other grass seed, and 122,225 bus. of flaxseed; compared with 340,000 pounds of timothy seed, 30,700 pounds of clover seed and 229,500 pounds of other grass seed and 33,900 bus. of flaxseed, during the corresponding week of 1903. Shipments during the week were 12,800 pounds timothy seed, 6,900 pounds clover and 186,400 pounds other grass seed, and 6,800 bus. flaxseed; compared with 107,000 pounds of timothy seed, 7,210 pounds of clover seed and 98,500 pounds of other grass seed and 6,100 bus. of flaxseed, for the corresponding week a year ago.

A large Ohio seed dealer, who recently traveled over the seed section, writes the following to C. A. King & Co.: "I find much more clover seed in the hands of small dealers than I had thought for, and to my surprise find quite a little seed yet in the hands of farmers, who had an idea last year they would get eight dollars for their seed. Having been disappointed in that, they thought perhaps they could retail it to their neighbors at high prices, but it seems the dealers sold seed for less than the farmer was willing to take, leaving quite a little seed held over, but the high prices for the last two years, and the way your market is still holding up, is a strong inducement for them to save every grain this year. Don't care to buy seed at present prices. It may be good property, but think you will have to export more seed than last year to make seed a good investment at present prices."

Supply Trade

If your story is worth telling at all, tell it right.—Bartlett.

A very neat calendar has been received bearing the name of Pitt Brothers Co., Baltimore, Md.

It is rumored that the General Electric Co. has purchased the entire properties of the Allis-Chalmers Co.

The publisher should tell the advertiser when he believes his copy to be deficient. Then, if the poor copy is run, the publication will not be blamed for the poor results. This would be a definite step toward editing the advertising columns.—Mahin's Magazine.

Catalog No. 1 of the B. S. Constant Co. of Bloomington, Ill., has been received. It is well illustrated and fully describes the eltr. specialties manufactured by this firm. This firm designs eltrs. and manufactures and jobs a full line of grain eltr. equipment.

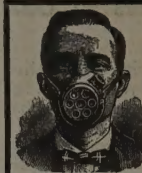
The Barnett & Record Co., of Minneapolis, Minn., has bot water front property at Superior, Wis., and will utilize it for a headquarters storage yard for its Lake Superior business. The company now have a large amount of eltr. construction under way at the Canadian head of the lake.

The 1904 catalog of the Skillin & Richards Mfg. Co., Chicago, contains 200 pages of illustrated and descriptive matter of conveying, elevating and power transmitting machinery of the most improved kind for grain eltrs. and flour mills. Copy will be sent to Journal readers for the asking.

"Points of Advantage Found in the Foos Engine," is the title of a circular being sent out by the Foos Gas Engine Co., Springfield, O. This folder takes up each part of the engine and gives some very pointed facts regarding each, all of which will be found interesting to the prospective buyer.

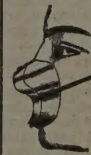
The Allis-Chalmers Co. has appointed Mr. Walter H. Whiteside as general manager of sales, including the sales of their electric department, i.e., the Bullock Electric Mfg. Co. Mr. Whiteside was formerly with the Westinghouse Electric & Mfg. Co. as manager of the detail and supply department.

Late sales of the Boss Car Loader by the Maroa Mfg. Co. include shipments to Isaac R. Kennard, Moran, Ind.; John F. Brattain, Boston, Ind.; C. A. Havey, Gardner, Ill.; J. A. Roney, Wykles, Ill.; Jenkins & Stewart, Sedalia, Ind.; Marcy & Whitney, Oakwood, O.; G. E. Ady & Co., Denver, Colo.; Mollett Grain Co., Jefferson, Ind.; H. C. Suttle, Hallsville, Ill.; J. A. Mouch, Mooreland, Ind.; Kersten & Smiley, Wolfs and Plainfield, Ill.; Twist Bros., Pawnee, Ill.; A. L. Ruffner, Vevay Park, Ill.; Edwin Beggs, Greenview, Ill.; C. B. Spang, Georgetown, Ill.; Shelby & Armstrong, Tolono, Ill.; Star Eltr. & Milling Co., St. Paul, Minn.; Mollett Grain Co., Clarks Hill, Ind.; Stockton Eltr. & Shipping Assn., Stockton, Kan.; J. J. Hadley, Osco, Ill.; Monday-Settlemyre Co., Zanesville, Ill.; H. O. Barber & Son, Hickman, Neb.; J. A. Creed, Otis, Neb.



Cover's Dust Protectors

RUBBER PROTECTORS, \$2.00
METAL 1.50
SENT POSTPAID ON RECEIPT OF PRICE; OR ON TRIAL TO RESPONSIBLE PARTIES. HAVE AUTOMATIC VALVES AND FINE SPONGES.
H. S. COVER
153 Paris St. South Bend, Ind.



Protect Your Lungs

with a Spencerian Dust Shield. It prevents dust and obnoxious matter being inhaled—small, but effective. Price each, \$1.00, prepaid. Manufactured by
THE LYMAN CO., Evanston, Ill.
Shield guaranteed, or money refunded.

Standard Scale & Foundry Co.



MANUFACTURERS OF
SCALES

RAILROAD, DORMANT, SUSPENSION, PORTABLE,
STOCK, WAGON, HOPPER, WAREHOUSE

KANSAS CITY, MO.

BULLETIN No. 7.

WARNING—If you have any old foggy ideas against advertising better not read these bulletins, because if you do you're liable to be converted from them in spite of yourself.

A Too-Good Business.

The other day a man said to me, "What's the use? I'm crowded with orders now, more than I can take care of."

Right then is a good time to enlarge; take it at "flood tide"; good times don't last always unless you do your part to keep them good.

The successful advertiser is the one who gauges his advertising gait just as he does his rent or insurance, or stock on hand, and keeps at it in season and out, rain or shine.

If you want to invest anywhere from \$50 to \$50,000 in advertising, let's get together.

Marsh Advertising Agency,

Stock Exchange Building, Chicago.

The Jeffrey Manufacturing Co.
COLUMBUS, OHIO, U. S. A.

ELEVATOR and MILL SUPPLIES.



JEFFREY Standard Grain Buckets.

Jeffrey
Detachable Chains, Sprocket Wheels, Elevator Buckets, Elevator Bolts, Elevator Buckets, Cotton Belting, Rubber Belting, Leather Belting, Spiral Conveyors, Shafting, Hangers, Pulleys, Gearing, Set Collars, Clutches, Couplings.

SEND FOR OUR CATALOG.

Why not
put
your announcement
here.

For
**Columbus
Cincinnati
Indianapolis
Louisville**
And All Points South
USE
Pennsylvania Lines

For Rates, Sleeping Car Space and
Full Information call at City Ticket
Office, 248 Clark Street, or address

C. L. Kimball, Ass't Gen. Pass. Agent,
No. 2 Sherman Street
CHICAGO



YOU CAN BAG MORE MONEY

We have a long list of pleased customers. Won't you be one?
WRITE FOR PRICES
MILWAUKEE BAG CO., MILWAUKEE, WIS.

The Gas and Gasoline Engine and Its Age

Is a practical hand book of questions and answers on difficult problems, which may arise in the care and operation of a Gas or Gasoline Engine. It is a reference book for users and those contemplating the purchase of a gas or gasoline engine. It is well bound in cloth covers, printed on book paper and of convenient size. Profusely illustrated. Price, \$1.00.

GRAIN DEALERS JOURNAL,

255 La Salle St., Chicago, Ill.



Steel Roofing, Siding and Ceiling

Complete with nails and painted both sides

\$1.90 per 100 Square Feet

At this price we will furnish you corrugated or flat sheets, 28 gauge. Or if you want heavier material, will furnish 26 gauge at \$2.20, 24 at \$2.35, 22 at \$2.50, 20 at \$2.60 per square. This material we are offering you is in perfect condition; is painted two sides, and our proposition includes nails sufficient to lay.

We Pay the Freight

to all points within a radius of 500 miles of Chicago. Prices to other points on application. We can furnish imitation Brick Siding, Beaded Ceiling and Siding, V Crimped, Pressed Standing Seam, or any style covering desired. We also carry in stock a full line of Felt Coverings and Building Papers. Our Catalogue quotes exceedingly low prices on Boilers, Engines, Pumps and Machinery in general; Belting, Shafting, Hangers, Pulleys and Mill Supplies of all kinds; Plumbing Material for Factories and Residences; Heating Propositions, Hardware, Wire, Nails, etc.; Pipe, Valves and Fittings, and a thousand different things that you are constantly purchasing. We can save you money on your purchases. Write us today.

Chicago House Wrecking Co., Chicago

MANUFACTURERS

Contemplating establishing plants
in the West, should take advantage
of a location on



C. & N. W. RY.

THE PIONEER LINE
WEST AND NORTHWEST OF CHICAGO
which reaches the famous

**WATER POWERS,
COAL FIELDS,
IRON ORE RANGES,
HARD AND SOFT LUMBER
DISTRICTS**

of the West and Northwest, and affords the
best means of transportation to the markets
of the world.

For further particulars apply to
MARVIN HUGHITT, Jr., E. D. BRIGHAM,
Freight Traffic Mgr. Gen. Freight Agt.
CHICAGO

LOCATIONS FOR ELEVATORS

In Illinois, Iowa and
Minnesota on the line of the

**Chicago
Great
Western Ry.**

Opportunities for men with
capital to invest in paying
modern elevators. No sec-
tion of the country is so free
from crop failures. Write
for maps and full informa-
tion.

W. J. REED,

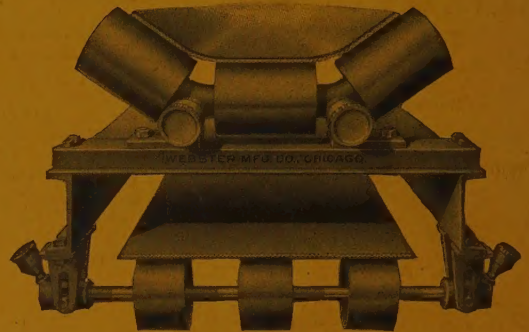
Industrial Agt., C. G. W. Ry.
604 Endicott Bldg.
St. Paul Minn.

Allis - Chalmers Co.
Chicago



Bullock
Electrical Apparatus
for all purposes

Webster M'f'g Co.



MAKERS OF THE LATEST

Grain Elevator and
Power Transmitting
Machinery.

Send for our handsome new Catalog
No. 21 of Belt Conveying Appliances.

Office and Works:

1075-1097 West 15th St., CHICAGO.
Eastern Branch, 38 Dey St., New York.

Day's Dust Collector

Made in More Than
Twenty Sizes

POSTAL FOR BOOKLET

H. L. DAY,

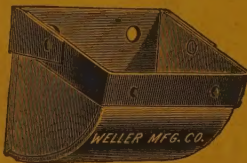


1122-26 Yale Place, - MINNEAPOLIS, MINN.

THE QUESTION
OF THE HOUR!



Grain elevator owners all over the country who are contemplating building new grain elevators, or remodeling their old ones, are pondering over the question



Where is the
BEST
PLACE
to buy my
Grain Elevator

MACHINERY
AND
SUPPLIES?

Send us your inquiries and we
will solve the problem for you.

WELLER MFG. COMPANY
CHICAGO, ILL.

Send for our No. 18 Catalog.



CONCRETE
GRAIN STORAGE

Fireproof
Indestructible
Requires no painting
Preserves the grain
No rust or repairs
Reasonable in price

JOHN S. METCALF CO.

Engineers and Builders
CHICAGO